A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 23, 1964

Expect millions of dollars in orders at London International Engineering Exhibition

Business Bulletins *from around the world*

BELGIUM—Amcel Europe, subsidiary of American Celanese, to produce cigarette filters as well as synthetic textiles in new $12 million plant at Lanaken near Belgian-Netherlands border. Production to begin in early 1965.

Societe Belge de l'Azote et des produits Chimiques du Marly to construct large nitric acid plant at Marly works near Brussels. Plant will use Societe new process which combines combustion of ammonia under average pressure with absorption of nitrous gases under high pressure. Plant to start operation at beginning of 1965.

Owens-Corning Fiberglass Europe, S.A., Brussels, to construct new multi-million-dollar plant near Liege for production of fiberglass insulating materials, textiles. Plant to employ about 400 persons.

Increased marketing of domestic cattle caused Government to cancel import subsidies on cattle, beef. Subsidies initiated last April to encourage imports, halt upward pressure on retail beef prices resulting from reduced marketing of domestic cattle.

CEYLON—UN Special Fund to contribute half of $2.1 million needed to prepare report on irrigation and hydro-power potential of Mahaweli River basin. World Food Program (joint UN-FAO program) to provide grant of $500,000 in foodstuffs, primarily wheat flour.

FRANCE—Fifth Economic Development Plan, for years 1966-70, presented to Economic and Social Council projects annual growth rate of GNP in neighborhood of 5%. Among conditions to be met, if aims are to be achieved, are increase in incomes; stability in average cost of production; increased rate of saving; particular effort to develop new techniques, increased productivity in construction industry.

GERMANY—United-Carr Fastener Corp., Boston, has established a German subsidiary at Frankurt, United-Carr G.m.b.H., which will represent the parent company's interests and may later go into manufacturing.

A company to serve the European commercial nuclear power industry has been formed jointly by Dow Chemical International A.G., a subsidiary of the Dow Chemical Co., and Nuklear-Chemie und Metallurgie G.m.b.H. Karlsruhe. The new firm will be called Alpha-Chemie und Metallurgie G.m.b.H., and will be located in the Karlsruhe Nuclear Research Center. Production facilities will be installed to handle trans-uranium elements for use in development and production reactors, especially fast reactor systems.

GREECE—Total imports for January-July valued at $481 million (arrivals basis, c.i.f.) compared with $418 million for 1963 period. U.S. share is 12.2%, compared with 10.3% for the seven months of 1963.

INDIA—West Germany has made a loan of $14.7 million to the Mysore Iron and Steel Co. for the purchase of machinery for a special steel project. When completed in mid-1966, the plant will produce 77,000 tons a year of special steel. Regular steel production in this plant would also be expanded to 80,000 tons a year, and the Government of India is providing some of the financing.

IRAN—The Oil Consortium has paid the Government of Iran more than $107.2 million as its share of operations for the third quarter of 1964. This sum, a new record for a quarterly payment, compares with payments of $104.9 million for second quarter 1964 and $89 million for third quarter 1963. To date, during the Iranian year 1343 (March 21, 1964-March 20, 1965), the Government of Iran has received $328.5 million in payments from the Oil Consortium. This figure, for three quarters, already exceeds the total annual payment of $328.2 million 2 years ago.

MALAYSIA—Malaysia was recently visited by trade missions from New Zealand and Japan. The 30-man Government-sponsored New Zealand mission hoped to achieve greater sales of manufactured goods in Malaysia. The 16-member Japanese mission explored ways of helping the Malaysian farmer, suggesting that Japanese farmers teach Malaysian farmers the use of mechanical equipment. Japanese firms were reported ready to accept Malaysians for short courses in farm mechanization.

NEPAL—Government of Nepal receives $2.1 million industrial loan from India. Will sublend to local industrial projects for purchase of capital equipment from India.

U.S. assisted radio telephone circuit with Calcutta and radio teletype-writer circuit with Delhi inaugurated, giving Nepal its first international telecommunications link.

Himal Iron and Steel near Birgunj, Nepal's first rolling mill, has started production. Present output is 16 tons of iron rods per day out of total daily capacity of 40 tons.

NETHERLANDS—Legislation authorizing off-shore natural gas concessions expected to pass Parliament by end of year. Implementing regulations, filing of concession applications, awarding of concession rights to take place by end of 1965.

January-August imports totaled $4.7 billion, 20% increase over like period 1963. U.S. market share was $523 million or 11.1% of total compared to 10.6% in 1963.

TAIWAN—U.S. investment pace quickens. Three new U.S.-owned plants began operations in October. Singer Industries Ltd. of Taiwan opened mid-October. Louis Marx Co. began annual production of 100 million plastic toys. Winchester Ltd. opens dry battery plant. Also, Mobil Investment S.A. of Panama has bought 51% Tai Ta Chemical Co. to produce formalin and urea glue.

YUGOSLAVIA—U.S. and Yugoslavia sign agreements under Public Law 480 (Food for Peace) for shipment of 500,000 metric tons of wheat and 24,000 tons of inedible tallow to Yugoslavia during fiscal 1965. This year, the agreements are entirely under Title IV of PL 480 (dollar sales). Of the total value of $40.5 million, $11.4 million is repayable in three years and $29.1 million in seventeen years.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Thomas G. Wyman
Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

According to international experts in the fields of electronic equipment, machine tools and general industrial machinery, U.S. manufacturers have an exceptional opportunity to enter the export market in the early part of 1965. The occasion is the London International Engineering Exhibition, the date is April 21-30, and the place to get more information (after you read page 2 to 4 of this issue), is the nearest Commerce Field Office. (See page 29 for addresses.)

International Commerce

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How to start at the top

Commerce looking for 77 brand new exporters to help tap lush British market

More than 8,000 summons have been issued, but only 77 of the recipients will be haled into Court. In this case, however, it's the left-outs who will be penalized, by missing out on the largest exhibit ever mounted under the Commerce Department's Export Expansion Program.

The court is Earl's Court, where every two years Britain's top executive, managerial and purchasing personnel pass judgment on the world's engineering products at London's International Engineering Exhibition. At this show in particular (April 21-30, 1965), their decisions are certain to result in orders worth millions of dollars for equipment to modernize Britain's industrial plant, in line with the British Government's Productivity Drive.

This exhibit is one of the rare occasions when experience is no asset, as the Commerce Department is making a special effort to attract exhibitors who have never exported or are new to the British market.

The British Government is offering its domestic industry very attractive tax concessions on purchase and amortization of capital equipment. Grants and low-cost capital loans for plant investment in areas of low employment also are being given.

More than half the cost of new machinery can be written off the first year. The total depreciation allowance equals 130%—the net result is an indirect subsidy of 30% on investment in new machinery.

Services

Exhibitors at the IEE should:

- **Include a recommended list of spare parts for their equipment.**
- **Be prepared to install major items yourself or through agents.**
- **Provide facilities for periodic servicing contracts.**

The objective is to increase productivity through automation, making Britain more competitive in world markets. There should be a terrific spurt in new investment in automation equipment in Britain.

Here is a verified opportunity for volume sales to one of the world's largest, reliable industrial markets.

The recent 15% import surtax is not expected to dampen sales at the exhibit. This equipment is vital to British efforts to modernize and, for the most part, no substitutes are available in Great Britain.

The overall theme of the U.S. exhibit will be "Factory Modernization." It will occupy more than 21,000 square feet of space, and contain the exhibits of the 77 firms selected by the Commerce Department. Apart from the U.S. exhibit, approximately 1,000 other firms will display their wares with one out of four being non-British.

The following general types of products will be shown in the U.S. Exhibit.

Process control systems (electronics and others).

Process control instrumentation (hardware and packages).

Closed loop control computers.

Quality control and laboratory instrumentation.

Machine tools.

Numerical controls.

Automatic welding.

Foundry equipment.

Fluid power valves, pumps and compressors.

Rubber and plastic working machinery.

Power transmission equipment.

Air actuated devices.

Spray-coating equipment.

Mixing equipment.

Industrial filters and filtering devices.

Bin vibrators.

Engineering services.

Not restrictive

The above list should not be considered restrictive with respect to firms new to export or new to the U.K. market. Industrial products other than the above may be exhibited, provided they logically can be included in the factory modernization theme. However, any such products should be ones usually purchased by plant and production managers and engineers, since these are the people who will be visiting this Fair.

Total professional attendance at the Exhibition will exceed 160,000 during the nine days of the Fair (April 21-30, 1965). The IEE is Britain's leading engineering event, widely attended by decision-making plant and production managers and engineers, R&D personnel and top corporate management.

Eighty-four British engineering societies and associations will sponsor conferences, meetings and visits to the Fair. These groups have distributed 300,000 invitations among their membership. Large blocks of managerial and engineering personnel from the Continent and the entire British Commonwealth are also expected to attend, along with international buyers from approximately 80 nations.

This will be the largest group of in-

THE U.S. EXHIBIT will occupy most of the floor space shown in this picture of the 1963 exhibit.

dustrial buyers ever assembled in one place in Britain.

The current U.K. economic picture is the best of many years. Following a two-year slump, the economy began an upturn in the middle of 1963. It has continued into 1964 at a year-to-year growth rate of 6%—almost double that of the United States. In that time the powerful business recovery has slashed the unemployment rate in half and has boosted the index of production 25 points above the 1958 average.

A market survey carried out by Case & Co., internationally known engineering consultants states that the goals of the U.K. Productivity Drive will easily be met, and in several industries will be exceeded to a considerable extent.

The Case study singled out the chemical, petroleum and electronics industries as offering the greatest promise of increased purchases from U.S. suppliers. The planned capital investment of these industries during 1965 alone amounts to $782.5 million (chemicals, $435 million; petroleum, $286 million; electronics $61.5 million).

The group exhibit of American firms is certain to be one of the attention arresters of the 1965 International Engineering Exhibition. British buyers will be drawn to see a wide range of automation and factory modernization equipment in the largest export expansion exhibit ever sponsored by the U.S. Department of Commerce.

Interest will be heightened by a hard-hitting market promotion campaign designed to bring in technical buyers from the entire European continent. Sales activity on the floor will be augmented by a series of technical seminars which have already generated considerable advance interest.

IN MACHINE TOOLS

Heavy buying predicted

Large percentage of machines in current use in England are of prewar vintage

British industry's steadily rising demand for machine tools has reached an annual rate of $347 million, of which $90 million worth comes from abroad. The U.S. currently supplies about one-third of the imports, and if U.S. tool builders merely hold their present share of this market, exports to Britain should rise $20 million by 1966.

Large new investments in the latest machine tools are at hand. Heavy buying through 1968 in many kinds of machine tools is predicted.

One and one-quarter million machine tools are in use in British industry. A little over 60% of them are more than 10 years old. Compared to the United States, Britain has about the same proportion of newer machines under 10 years old, but a much higher proportion of very old machines of prewar design.

The most modern equipment is found in the aircraft and automotive industries, a large portion of the older machines being in shipbuilding companies and heavy industry. Some of the more aggressive shipbuilding companies are modernizing their equipment.

These sell best

Trends over recent years indicate that the United Kingdom is a particularly good market for grinding, boring, and lapping machines; milling machines; gearcutting machines and special purpose machines. Imports account for anywhere from 25% to 40% of the total U.K. market in these categories.

Conversely, British industry has a strong hold on its home market for drilling and boring; planing, shaping and broaching; turning and metal forming machines. In these categories, imports run between 12½% and 25% of the total market.

Foreign producers do best with more sophisticated, less standardized tools. British industry has been somewhat slower in adopting advanced, and particularly expensive tools, but it is interested in the same kinds of developments in machine tools as American industry.

Three developments attracting the keenest interest in the United Kingdom at the moment are numerical control, application of lasers to metalworking processes and high energy rate forming.

Keep it new

Machines incorporating new developments and design sell well in England. Builders of standard machines will encounter stiff competition. However, U.S. machines are often sold on the basis of faster delivery. U.K. tool builders are frequently behind schedule, with a resultant long wait for delivery.

Some of the latest U.S. machines that fall between standard machines, using highly skilled craftsmen, and the advanced numerically controlled machines can find an immediate market in Britain. There appears to be a lack of machines such as bed profiles with three dimensional tracer control.

Here are mechanization fields where market opportunities exist or can be developed:

Numerically controlled machine tools —coordinate positioning and continuous path type.

Low cost automation devices such as automatic feeders, handlers, indexing tables and other machinery components to facilitate machinery processing and assembly operations.

Application of computers to the production control function which includes production scheduling, inventory control, loading and unloading.

Numerical control

Numerical control (NC) of machine tools is expanding in the United Kingdom as in the United States. About 400 point-to-point systems and about 50 to 60 contouring systems are in use in England. In the United Kingdom, as in the United States, the first markets have been for aircraft or military applications, followed by industrial applications.

Many U.S. companies have second-generation lower priced systems which should have an excellent market in England.

A market survey found that purchase decisions for machine tools in Britain traditionally are made by the Chief Engineers of Designers, precisely the persons who will be attending the IEE.

The great majority of British firms plan to purchase outright—normally arranged by letters of credit negotiable against shipping documents. Most will purchase directly from manufacturers, rather than through an importer, agent, or distributor.

Tariffs on the types of machine tools mentioned in this article range from 10-25%, with most in the median range. Specific rates can be obtained from any U.S. Department of Commerce Field Office.

COMPUTERS IN U.K.

Sales breakthrough near

Britain buys about $374 million worth of instruments and systems annually and demand is rising. Large new investments in instruments and systems are at hand, and heavy buying through 1968 in many kinds of instruments is predicted. Britain is near an anticipated breakthrough into truly large-scale computer sales, with an annual growth approaching 50%.

The consumer goods segment of the market has lost its dominant role in recent years. Capital equipment and defense products are now of greater importance. Defense accounts for 26% of the U.K. electronics market.

The "research gap" occasioned by American R&D expenditures on defense and aerospace programs has given American suppliers a decided edge in instrument technology. The early application of these advances to industrial situations in the United States has provided American sellers with the added advantage of greater process analysis experience.

A survey indicates that British industries have firm plans to purchase $54.5 million in control systems and instrumentation in 1965 and that British firms have a strong interest in seeing such equipment at the International Engineering Exhibition. About 48% of the surveyed firms expressed interest in seeing and buying U.S. instrumentation—a significant indicator of the heavy current interest in Britain in process control engineering.

Of all the many flourishing branches of the British electronics market, none exceeds the growth of control systems and instrumentation. This segment of the market rose from $29.1 million in 1958 to $73.9 million in 1962, an increase of 254%. Anticipated expansion of the British economy will cause the instrument market to triple again by 1968, pushing sales well above $200 million a year.

Although Britain is a major producer of controls, imports are capturing an important part of the United Kingdom instrument market. In 1962, imports accounted for 14.8% of sales or $10.9 million. Furthermore, imports are gaining a relatively greater share of the market, having risen from 8.6% of the market in 1958. Total instrument imports are expected to rise to $31 million by 1968.

Most control instruments that Britain buys abroad are purchased from the United States. American control instruments presently account for more than 60% of the total U.K. import market and a full 10% of the market as a whole.

The British petro-chemical industries have strong interest in servo-mechanisms, process control systems, and recent developments in continuous measurement for all types of process equipment covering physical and chemical aspects.

Sensors, controllers, flow converters, recorders and electropneumatic transducers are new to the U.K. market. British instrument producers seem to lack well-rounded lines, especially of continuous analyzers.

Since the British market is quite sophisticated, U.S. firms should not try to market ordinary pressure and vacuum gauges, conventional measuring devices, standard comparators, and similar shelf items, unless they have an unusual price advantage.

There is a good market for data loggers and alarm scanners for customers who wish to enter the digital control field by recording data for later study without incurring the cost of a control computer. These users then become good future prospects for computer control systems.

How participation pays

Here are some of the "extras" U.S. firms receive by being a part of the U.S. Exhibit:

- A Europe-wide full media market promotion campaign.
- Guaranteed buyer traffic—who have been told about your product.
- Marketing counsel from a professional staff at the U.S. Exhibit.
- Services of a leading U.S. design house to enhance the sales impact of your exhibit.
- Construction and erection of your booth.
- Overall management to bring your product from port of entry through customs to the exhibit floor without your having to worry about details.

For additional information on taking part in the U.S. Exhibit at the International Engineering Exhibition, contact

George Hines
Area Code 202 WOrth 7-3838/3839
Commercial Exhibits Division
U.S. Department of Commerce
Washington, D.C. 20230

British to spend $58 million on general machinery during '65

U.S. can get a listing of products British are most interested in

A survey of the U.K. market has found that British industries have firm plans to purchase $58 million worth of general industrial machinery during 1965, broken down as follows: valves, pumps and compressors, $30 million; rubber and plastics working machinery, $18.5 million; foundry equipment, $5 million; and automatic welding equipment, $4.5 million.

It was not possible to establish firm purchase plans for components and attachments, due to the wide range of products included and the wide area of industries employing these products. However, the degree of interest among British firms was very high, indicating excellent sales potential at the International Engineering Exhibition (IEE).

The study also elicited the specific types of equipment which British industry is interested in seeing displayed at the U.S. exhibit. An export market guide listing the general industrial commodities which are recommended for display, as well as the products which should *not* be shown, can be obtained from the Office of International Trade Promotion, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

RUSK TELLS BUSINESSMEN

'We are getting ahead'

Complexities of trade problems slowly being overcome, Secretary tells U.S. traders

By STANLEY LICHTENSTEIN
Staff Writer

NEW YORK—With one eye on Geneva and the other peering into a somewhat cloudy but brilliantly colored crystal ball, more than 1,500 persons who collectively personified U.S. international commerce, convened in the Waldorf-Astoria's Grand Ballroom for the first general session of the 51st National Foreign Trade Convention, Nov. 16th.

The GATT (General Agreement on Tariffs and Trade) negotiations which were simultaneously getting into swing in Geneva represented, said Secretary of State Dean Rusk, the sixth and potentially the most far-reaching post-war negotiations of their kind. In his talk on Trade and the Atlantic Partnership, he recognized the complexity of the issues to be resolved but noted with satisfaction that "We are getting ahead with the business" at hand.

Like George S. Moore, National Convention Committee chairman and president of the First National City Bank of New York, Rusk stressed the importance of coordinated U.S. Government and private enterprise efforts to strengthen the Nation's worldwide economic effectiveness. Trade and investment results, he observed, would depend more on private action than on government policy.

"The Government can set guidelines, improve the ground rules and provide information, but for the most part, private actions are the instruments of change and progress in the economic world," the Secretary of State continued.

"Abroad, the Department of State has made commercial activities a responsibility of every Foreign Service Officer, with the Ambassador setting the pace. Approximately 150 officers now spend all or most of their time on trade promotion work. Some 350 other staff members of the foreign service are closely associated with this program."

Parallel action

Rusk described State and Commerce Department teamwork through which thousands of business opportunities with specific foreign companies, as well as information of foreign government tenders or government construction projects, are regularly reported to American firms. He cited, too, the intensified foreign trade program of the Commerce

Department's 42 field offices in the United States, the five U.S. Trade Centers in major cities abroad, and the 1200 business executives working with regional export expansion councils throughout the country. One result, he said, has been that in the past three years the number of American manufacturers in foreign trade has risen by one-third—from 12,000 to 16,000 firms.

Secretary Rusk, seeing a greatly improved outlook for America and the world manifested in the Geneva negotiations, attributed the gains to seeds sown 30 years ago by Cordell Hull as he started the country moving towards commitments to an open system of international trade.

"The Free World," said Rusk, "is now exchanging goods to the annual value of $300 billion, and this amount is rising regularly and rapidly. Our own foreign trade is running at the level of more than $42 billion. Our exports have grown by $7 billion—almost 50%—in 10 years. We are all richer, our standards of living are more varied, our countries are more productive, because we have unshackled ourselves of many of the restraints of trade."

Franklin in Paris

Past setbacks and present uncertainties about the ultimate outcome of the Geneva negotiations were squarely faced by Secretary Rusk, but in a spirit reminiscent of Benjamin Franklin, whom he cited as America's first trade-promoting ambassador. The Secretary did not say whether or not he had seen the rousing Broadway musical, *Ben Franklin in Paris*, but when he spoke of "hard bargaining in the trade negotiations" he might have had in mind a line spoken by Robert Preston as the Ambassador-trader in the show: "Having been turned down is simply the point at which you begin to negotiate."

Particularly robust in a Ben Franklin manner was keynoter George S. Moore. He wrote off 1964 as a bad year for economic integration, because of the failure of the Common Market to agree on a common agricultural policy, the United Kingdom's balance of trade crisis, and what he called increasing signs of nationalism in the United States. He agreed with Secretary Rusk on the hopefulness of some of the latest developments in Geneva and elsewhere, but as a matter of prudence proposed formulation of a tough, broad-gauged, resilient U.S. policy to meet any eventuality.

The First National City Bank president and convention chairman said that every U.S. domestic and foreign policy should contribute to the efficiency and

MOORE

productivity of the American economy. He viewed foreign investments, income tax and anti-trust laws as badly in need of more consistent government action.

Acknowledging that post-war economic cooperation has been on the whole "more than an optimist would have hoped for" Moore warned: "We can still lose our chance to make this century more remembered by its discovery of the path to peace and social and economic progress, than for its crises, two world wars, the great depression and the threat of world communism.

". . . Our relative price stability since 1960 has strengthened our competitive trade position. It has reduced our basic payments deficit, stimulated gains in productivity. We will achieve equilibrium if we hold the line. But if we slip into a wage-price spiral, as is now threatened, we will be in real trouble. . . . too few realize the global implications, the long-range consequences of inflation. . . .

"Balance of payments deficits are less evil than some of the methods proposed for dealing with them. We should avoid letting our own balance of payment problem become pretext for sparing our industry from the discipline of foreign competition and for denying foreign borrowers access to our money and capital markets."

Recommending that the United States should have a carefully planned strategy ready in case the Kennedy Round of negotiations should fail to achieve significant progress, Moore called for consideration of possible trade alliances with nations that would grant mutual concessions.

"If necessary, to catalyze progress, we should even be prepared to give up our traditional most-favored-nation principle," he said. "We have one big bargaining point to offer—access to our markets, the biggest in the world."

Expanded national accounts system tool for exporters

Input-output tables can help pinpoint market potential and serve as planning guide

U.S. firms now have a new tool to use as a guide in planning their export programs.

An expanded system of integrated national accounts, just announced by the Commerce Department's Office of Business Economics (OBE), permits a more comprehensive understanding of the interaction between the various industries and final markets of the economy.

Measure export increase

The new input-output tables compiled by OBE can be used to measure the effect of an increase in exports not only on the industries which export, but on the industries which supply them as well. A businessman can use the tables to compare his company's export position with that of the industry as a whole and note possible areas of additional market potential.

The tables show that virtually every U.S. producer can benefit from an increase in exports—if not directly, indirectly by supplying parts, materials and services to the industries that produce for export.

86 industry groups

The new data divide the economy into 86 industry groups. The data show the percentage of each industry's production sold to every other industry as well as to consumers and other domestic and foreign users of finished output. Also shown is the share of each industry's total purchases from every other industry.

Tables available

The OBE report, including the input-output tables, will be carried in the agency's November issue of *Survey of Current Business*, available from the Field Offices of the Department of Commerce or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. The annual subscription price is $6, including weekly supplements; single copy, 45 cents.

OFTEN NOT COMPETITIVE

Traders talk of money

Business executives gather to discuss monetary problems with leading world bankers

By JAMES ROURKE
Staff Writer

NEW YORK: Considering what the gentlemen represented and why they were there, it would have been unthinkable not to talk of finance.

Such talk took up two consecutive afternoons of the 51st National Foreign Trade Convention in New York's Waldorf-Astoria Hotel.

Hundreds of executives, representing the major U.S. firms engaged in foreign trade and investment, gathered in the glittering grand ballroom to hear:

Pierre-Paul Schweitzer, chairman of the board and managing director of the International Monetary Fund of Washington D.C., who discussed "Monetary Aspects of World Trade and Economic Development."

Kenneth Rush, executive vice president of Union Carbide Corp. of New York, who urged, "Let's Be Realistic About Exports and Foreign Investments."

Each was accompanied by a panel which played variations on the theme of his talk. With Schweitzer, it was a sextet of bankers. With Rush, it was a trio of traders.

The executive vice president of Union Carbide put it on the line with these words:

"As to those factors which normally affect sales results—that is, prices, quality, credit and service—to put it bluntly, we have to improve."

"Our prices are often not competitive, at times our quality is spotty, we are still stubborn about giving credit terms that our Europeans and Japanese friends give without hesitation, and our service organizations are primitive when compared to the kind of thing we can do for customers in the United States."

A single market

Businessmen must see the whole world as a single market and must "admit to ourselves that the government has a vital role to play in developing and sustaining this market," he said.

Speaking from his company's experience, Rush said:

"Not only has Union Carbide found that foreign investment tends to increase the export of its own products, but it has also found that foreign investment increases the export of machinery and equipment, raw materials and component parts produced by others.

"On an overall basis, therefore, I believe that the facts show that foreign investment when viewed broadly, returns far more to the United States than it costs."

Rush said it is plain why U.S. companies invest in new facilities in rich, established markets. But they cannot ignore the developing countries of Latin America, Asia, and Africa, he said.

"Indeed, the failure to invest may lead to our loss of the market by default," he said.

"Our capital and our knowhow are needed there, and by utilizing our managerial and technical talents in those countries we can induce economic growth and contribute to the development of a free society based upon the sound bulwark of free enterprise."

Schweitzer and the banker-panel ranged wide in the field of world finance, from the theory of "international liquidity" to the practicality of doing business in Spain.

Schweitzer defined international liquidity as "the available supply of resources which the monetary authorities of a country own, or can readily borrow to finance balance of payments deficits."

"Without an adequate supply," he said, "nations would resort to precipitate changes in their financial and economic policies" when they run into trouble—inflicting "extensive damage to the world economy as a whole."

But too much liquidity "would lead to inflation, with its attendant instability," he added.

Has several jobs

Schweitzer said IMF's special job is to supply money to ease nations through temporary balance of payment problems, but sometimes it also is called as a mediator between debtor countries and creditor countries.

In this role, he said, the fund recently "had to sound a warning to both sides on one important matter.

"I refer to the extension of short and medium term credit, mainly by industrial countries as a means of promoting exports," he said.

"In themselves export credits serve a useful and, indeed, necessary purpose. However, we are finding that increasing difficulties have arisen, because of excessive resort to borrowing in this form by some developing countries whose balance of payments position has become increasingly burdened by debt-servicing obligations."

In some instances debts have been rescheduled. But said Schweitzer, "It is a poor second best to resort to what can only be a partial and unsatisfactory cure after the disease has reached epidemic proportions."

The IMF chief said the world's special preoccupation in the mid 1960's is with the underdeveloped countries. And finding mutually acceptable ways of helping them will be a major problem for many years.

Need understanding

"A great deal of understanding will be needed on both sides," Schweitzer said.

"On the part of the industrial countries, there will be a need to appreciate more fully the sense of urgency which confronts a nation whose per capita annal income may be as little as $100 or even less.

"On the part of the developing countries, there will be a need to appreciate more fully that foreign aid cannot be the only concern of the major powers, and that it is subject to the same processes as other decisions in democracies relating to the use of a nation's resources."

Each of the panelists on the program with Schweitzer represented the international division of a U.S. bank. Tackling questions from discussion leader Emile W. Amardeil, president of the Bankers Association for Foreign Trade and vice president of Whitney National Bank of New Orleans, were:

Tristan E. Beplat, senior vice president, Manufacturers Hanover Trust Co., New York.

Walter H. Brown, manager, Brown Brothers Harriman and Co., New York.

Frederick Heldring, vice president, the Philadelphia National Bank.

Bentley G. McCloud, Jr., vice presi-

dent, the First National Bank of Chicago.

Louis J. Mulkern, vice president, Bank of America, San Francisco.

Observations

Among their observations:

"U.S. Commercial banks more and more are investing in development banks abroad . . . we have a capital hungry world." (Beplat).

"Knowhow is important. We have set up a department to work with U.S. clients setting up business abroad. We offer this service to correspondent banks abroad to help their clients set up in the U.S." (Brown).

"I see no great prospect of trade with Russia . . . (but) we in the bank consider that the satellite countries, with the exception of Bulgaria, are definitely a growth area." (Heldring).

"The prospects for trade with Spain in the next five years excel those elsewhere in Europe . . . it is forecast that Spanish industry alone will need $23 billion in the next 12 years. The large proportion will come from private investors abroad." (McCloud).

"U.S. firms will increasingly engage in manufacturing, selling and other activities in foreign countries . . . The sources of intermediate and long term credit are much less than adequate although demand is increasing." (Mulkern).

Panelists at the Foreign investment session with Rush were Victor C. Folsom, vice president and general counsel for The United Fruit Co. of Boston; Donald G. Robbins, Jr., vice president, The Singer Co., New York; and Beverly W. Warner, executive vice president, Corn Products International, New York.

Discussion leader was George L. Parkhurst, director and vice president, National Foreign Trade Council, Inc., New York.

Among the panel's observations:

"One of the most important things the U.S. has to tell the world is that we didn't get great with our industrial revolution. We had an even greater agriculture revolution." (Folsom)

"Many companies are making investments abroad where the capital outlay is small but the selling investment, the advertising investment is long term." (Warner)

"When a company buys another company with an established market, the commodity there is good will." (Robbins)

Those attending this session were concerned with the vital role of direct private investment abroad in both developed, and lesser developed areas. Private property rights were discussed, as was the plowback of U.S. risk capital.

Ambassadors from Brazil and Australia speak on themes that are strikingly alike at luncheons

New York traders hear officials from opposite sides of the globe tell of their countries' dreams, and of realities on which dreams are built; both would trade more with U.S.

NEW YORK: They came from opposite sides of the globe—one from the coffee country of South America, the other from the land of the Kangaroo.

Each spoke briefly of his country's dreams, then extensively of the realities on which he thinks those dreams must be built.

Their themes were strikingly similar:

"Economically, my country is on the way up. There is great opportunity for U.S. business in my land. But trade must be a two-way business between us."

Their excellencies, Juracy Magalhaes, Brazilian ambassador to the United States, and John Waller, Australian ambassador to the United States, were in New York for the 51st National Foreign Trade Convention.

Magalhaes spoke at the convention's "American Luncheon" on behalf of Brazil's Minister of Foreign Affairs, Vasco Leitao da Cunha. Twenty four hours later, Waller addressed the Pacific-Asia Luncheon.

Speaking through the ambassador, the Brazilian minister candidly recognized that the world places Brazil "in the bracket of underdeveloped countries." But he said the nation is on the verge of a modernization program which will "mark an epoch in the history of my country."

Equally candid, the Australian also marked his country's place on the world economic ladder—a rung he described as in a "middle zone" between underdevelopment and industrialization. From this position he said, the nation is marshalling for "a tremendous contribution" to the development of the entire Asian region.

Vast contrasts

The Brazilian said his country, a vast territory bigger than the U.S., boasts proud showplaces of achievement and capability, yet is afflicted with great contrasts in the economic well being of its people.

"We want industry, we want new agricultural methods, we want roads, technological and scientific developments, electric power, atoms for peace, schools, hospitals, housing and social comfort," he said.

"I venture to say that within 10 years Brazilian importations will surpass $3.5 billion a year in order to meet the demand of the country's economic growth rate of approximately 7% per annum. . .

"However, in order to import that much we must export still more. Until 1970 we will have to increase our exports at a yearly rate of 10% so as to meet the formidable importation requirement demanded by our progressive development.

"This means expanded trade relations with your country, with Western Europe and even with certain non-traditional areas of our foreign trade."

The Minister conceeded that problems of inflation and political unrest had plagued his country. However, he said, the last seven months have produced evidence that Brazil is rapidly creating the climate of confidence in sound business and sound investments."

With the concession came an invitation in these words:

"The Brazilian government urges its North American friends in administrative and political circles, in the manufacturing and investments fields, thinking men and class leaders, to take Brazil's new perspective into serious consideration."

New perspectives

There are new perspectives for Australia too, Ambassador Waller said.

Before World War II, the nation's trade was allied with Great Britain and was "reciprocatingly dominated by preferences."

"The war left Australia her own resources of raw materials and skills. Today, Australian trade is becoming progressively more associated with Asia."

Waller said no country had done more than the U.S. in the last 30 years to liberalize world trade. Then he added:

"The U.S. provides a valuable market for Australia's imports. This is appreciated. We in Australia feel that to give Australia more access to this market could not really harm U.S. interests."

In 15 years he said Australian exports to the U.S. have increased 300%. In the same period, he went on, Australian imports from the U.S. have increased 600%.

"While Australia is endowed with as yet unmeasured resources and an established industrial base, the Australian economy will depend for many years to come on raw materials like wool and minerals, and on foodstuffs for export earnings," Waller said.

"We still depend on the sale abroad of our primary products at a fair price to such an extent that our economy remains very vulnerable to world commodities price fluctuations."

Lean to Asia

In the last two years, the Australian government and business community have given increasing attention to markets in Asia, Waller said.

"I take this opportunity to draw your attention to Australia's proximity to these expanding Asian markets," he told the convention delegates.

"The fact that we have available raw materials as well as a growing economy, a stable government, reliable labor, and a language common to your country and mine, lends a golden opportunity for American investment in Australia—not only to produce for the growing local markets but to supply Asian markets from Australian plants."

U.S. reserves dipped $70 million, balance of payments deficit down to $565 million in 3d quarter

During the third quarter foreign transactions resulted in a decline of $70 million in official reserve assets of the United States, according to a preliminary Department of Commerce report on the U.S. balance of payments.

Gold holdings increased by $20 million, and holdings of convertible currencies by $45 million, but borrowing from the International Monetary Fund reduced our gold tranche position—our almost automatic rights to obtain convertible foreign currencies—by $135 million.

During the first three quarters of 1964 the decline in reserve assets was $322 million, about $60 million less than the corresponding period of 1963. The 1964 decline was mostly in the IMF gold tranche position, while our gold and convertible currency holdings actually increased. In 1963 the decline was almost entirely in gold and convertible currency holdings.

Foreign deposits in U.S. banks, and holdings of marketable Government securities and private marketable short-term obligations increased by $739 million, and foreign holdings of medium-term nonmarketable, convertible Government securities were up by $203 million.

The decline in official reserve assets plus the increase in our liquid liabilities to foreigners indicate an adverse balance in all other foreign transactions of the United States during the third quarter of $1,012 million.

The third quarter balance of payments is usually characterized by large U.S. expenditures abroad, particularly for foreign travel, and by low receipts from merchandise exports. Adjustments for these and other seasonal influences amount to about $450 million and thus reduce the adverse balance to $565 million compared to $682 million in the previous quarter.

The data on major types of transactions now available indicate a rise in the export balance and a considerable decline in capital outflows reported by U.S. banks. These improvements were largely offset, however, by opposite changes in other transactions for which data are not yet available. The latter include all services transactions, investment incomes, Government grants and credits, and direct investments abroad.

The rise in merchandise exports by about $250 million after seasonal adjustments includes an acceleration of shipments in anticipation of the dock-worker strike on the East and Gulf Coast scheduled to start Oct. 1, but reflects mainly the expansion in domestic business activity.

New issues of foreign securities were down in the third quarter, even after allowance for the usual seasonal dip. This decline reflected a postponement pending clarification of the provisions of the Interest Equalization Tax. A substantial increase in new issues took place in October, and purchases of newly issued securities—mainly Canadian—are expected to continue high during the remainder of the fourth quarter.

A major shift occurred in the outflow of U.S. capital reported by banks. After a sharp decline in the second quarter, long-term bank loans approximately returned to the level of the two preceding quarters. The net outflow of bank credits classified as short-term, and other short-term capital reported by banks for themselves and their customers declined to about $20 million, from about $630 million in the second quarter of this year and $430 million in the first.

Major transaction

A major transaction was related to the treaty between Canada and the United States concerning the cooperative development of the Columbia River basin. Under that treaty a consortium of U.S. utilities paid Canada $254 million, representing the capitalized value of the Canadian share of the benefits expected from the project. These funds will be used to build dams in Canada.

The Canadian Government converted about $204 million of these funds into nonmarketable U.S. Government securities. These will be paid off over a period of 7 years, which corresponds to the anticipated time schedule for the use of the funds in the construction job. Of the remaining $50 million, a part has been used to pay off debts in the United States by the Province of British Columbia.

With these provisions, the effect of this transaction on the balance of payments is spread out, rather than being concentrated in the third quarter of this year.

Details on the third quarter balance of payments will be published in the December issue of the *Survey of Current Business*, official monthly journal of the Office of Business Economics, U.S. Department of Commerce.

The *Survey of Current Business* is available from field offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Lukewarm responses by U.S. exporters lose sales, importers overseas report

F.o.b. price quotations, linear measure, noncompetitive credit terms, insufficient information, delayed answers deter buyers

By R. C. COAKLEY

International Liaison Staff, BDSA

An exporter can benefit from a chance to see himself as importers abroad sometimes see him.

The following excerpts from Foreign Service reports are typical of importers' complaints made to our commercial officers abroad:

Iraq: "Mr. _____'s two most interesting offers were from Hong Kong and Lexington, Mo. The Hong Kong firm quoted prices c.i.f. Basra, while the U.S. firm quoted f.o.b. Lexington. Mr. _____ would have preferred the 'Made in America' label for its prestige value, but was unable to compute his costs from Lexington. He ordered from Hong Kong."

France: "In its correspondence with the Embassy, the French company dwelt at length on the financial problems encountered in doing business with U.S. firms. It indicated that English firms generally request a deposit of 25% upon placing of an order, with a credit of up to 60 days from the date of arrival of the shipment for the balance of the payment; German and Italian firms are generally agreeable to granting a credit of 60 days from the date of arrival for the total value of the shipment.

"The French firm stated that U.S. exporters are not disposed to extend credit to credit-worthy customers abroad and thus are not placed on an even footing with competitors; U.S. shippers insist upon the opening of a credit with a bank for the total value of the shipment upon the placing of the order, thus tying up, for periods of up to 5 months, the importer's working capital."

New Zealand: "Of the seven offers received, only _____ gave us sufficient detail regarding prices, delivery, and informative samples to enable us to negotiate successfully the business we have to date obtained."

Bolivia: "The first reply came by regular mail, taking well over 2 months, but it contained no concrete information. This, unfortunately, is not an isolated case, and, as Mr. _____ pointed out, is a major reason why the bulk of his goods are of European or Japanese manufacture. Lack of interest and lack of information have forced this American-educated businessman into dealing with what he considers inferior products.

"Another factor which damages the U.S. export trade is the problem of credit. Mr. _____ pointed out that Japan, Germany, Great Britain, the Netherlands, and Belgium have all given him 3 to 6 months' credit. He further stated that any reputable company can receive credit from these countries, but finds it almost impossible to obtain credit from the United States."

Liberia: ". . . the proprietors complain of inconsiderate treatment by U.S. exporters. Curt, demanding letters are turning business to the more polite European exporters who extend credit based on Monrovia bank references and otherwise express appreciation for the business.

"That some U.S. exporters ignore export instructions to give net weight and shipment breakdown, thus increasing Liberian duty expense, and require a separate irrevocable letter of credit with every order rather than taking the trouble to check bank references, are among the complaints frequently cited."

Senegal: "When he learned that I was from the U.S. Embassy, Mr. _____ immediately launched into a tale of disheartening experiences in dealing with U.S. manufacturers and exporters. He expressed strong desire to buy U.S. products as cheaper and better than those of competitors, but he is frustrated by an inability to strike up a 'dialogue' with his correspondents in North America.

"On September 15, he received a list of import licenses and permits that would be available until October 31. He immediately sent off a letter to his U.S. suppliers (and others) requesting pro forma invoices by return mail. He is not, however, optimistic. He never receives an answer from _____ (a major U.S. food packer) in less than 2 months, even when urgency is indicated. On the other hand, he showed me a letter addressed to him on September 18 from _____, Middlesex, England, referring to his letter of September 15, and enclosing ten copies of the required invoices. He received the letter on September 19.

"He complains that U.S. manufacturers put out catalogs which are difficult to understand and which invariably omit prices. And they do not compensate for this omission by issuing price supplements in the manner of their British competitors. He cites _____ Ltd., as an organization which advises him, as often as weekly, of changes in prices and specifications."

Germany: "The German firm was also surprised that U.S. firms would demand irrevocable letter of credit from a firm enjoying such an excellent reputation as _____, which has been in business for over 60 years.

"Offers quoted f.o.b. prices and linear measurements, rather than c.i.f. and metric measurements."

Iran: "Mr. _____ commented on the fact that his non-American suppliers generally sent actual samples of newly developed lines, rather than mere catalogs or flyers. He stated that he preferred doing business with these companies that offer samples of their merchandise for comparison."

India to double industrial investment during 4th plan

India plans to more than double investment expenditures for industry during the Fourth Five Year Plan (1966-71).

A preliminary memorandum on the Fourth Plan envisages a five-year investment of $11.8 billion for industry, of which $6.7 billion would be in the public sector and $5.1 billion in the private sector. The allocation for industrial and mineral programs in the Third Plan was $5.2 billion, with $3.2 billion public and $2.1 billion private.

The proposed investment for industry and mining would amount to about 25% of the total outlay of approximately $45 billion currently contemplated for the Fourth Plan.

As part of the "broad framework of priorities," the investment strategy calls for completing industrial projects already undertaken; giving preference to the expansion of existing units over the establishment of new units; and giving increased attention to quickly maturing projects.

Industrial targets for 1970-71 reported (but undoubtedly subject to adjustment) for some important industries are: steel ingots, 16.5 million metric tons; saleable pig iron, 4 million metric tons; aluminum, 240,000 metric tons; cement, 30 million metric tons; and nitrogenous fertilizer, 2.2 million metric tons (in terms of nitrogen).

WEST BERLIN'S Mayor Willy Brandt greets W. P. Gullander (center), NAM president, and Kenneth R. Miller (left), senior vice president, at Berlin City Hall during reception for trade expansion mission to Europe.

NAM trade mission, back from Europe, sees sales growth

Members who had not considered Europe before, now enthusiastic

The National Association of Manufacturers (NAM) mission just back from a three-week tour to five countries brought home a healthy enthusiasm for exporting more goods and services to Europe.

The manufacturers, representing a dozen different industries, visited plants, met with European executives, and carried on individual negotiations in London, Brussels, Dusseldorf, Berlin, Milan, Rome and Paris.

It was a success, they agreed. Many had not seriously considered doing business in Europe before; as a result of their participation in the mission, they are convinced that there is great opportunity, NAM officials report.

The "dollar-and-cents" mission—as its leader, NAM president W. P. Gullander, described the group—sought to give predominantly small concerns a chance to study the European market. It was "one of NAM's significant undertakings in 1964," he said.

More than 900 individual interviews—by members of the mission and European manufacturers, bankers and consultants—were held. Some members consummated new business arrangements during these interviews; some took orders for products of their firms; others remained in Europe at the conclusion of the mission's work to follow up contacts.

A number of business forums contributed to the success of the mission. The forums featured participation by Frank Figgures, Secretary General of the European Free Trade Association; Rolf Dahlgrun, Minister of Finance of the Federal Republic of Germany; Rolf Gocht, Ministerium Director of the Ministry of Economics of Germany; Ambassador Egidio Ortona, Director General of Economic Affairs, Italy's Ministry of Foreign Affairs; Valery Giscard d'Estaing, French Minister of Finance; and many industrialists.

In each of the countries visited, the U.S. Ambassador participated in the mission program. In Belgium, the group was briefed by John W. Tuthill, Ambassador to the European Economic Community.

The day before the mission's departure for Europe, the members were briefed in New York by Commerce officials as follows: Thomas G. Wyman, Assistant Secretary for Domestic and International Business; Walter Buchdahl, Assistant to the Director for Regional Affairs, Bureau of International Commerce; Roy Gootenberg, Director of the Trade Missions Division, BIC; and by J. Robert Schaetzel, Deputy Assistant Secretary of State for Atlantic Affairs.

National Chamber names Kay Vest to committee post

Highest committee position ever held by woman in U.S. Chamber

Appointment of Mrs. E. M. Kay Vest as secretary of the Foreign Commerce Committee of the Chamber of Commerce of the United States has just been announced by Arch N. Booth, executive vice president of the National Chamber.

VEST

"This is the highest committee position ever achieved by a woman in the National Chamber," Mr. Booth said in announcing the appointment.

Mrs. Vest is also assistant manager for Foreign Commerce of the Foreign Commerce-Foreign Policy Department. Jay H. Cerf is manager.

Mrs. Vest's writings on foreign trade have been widely published in the field. Her most recent work is a Special English Series manual for use in language training in foreign trade terminology and practice, to be published by Macmillan early in 1965, the U.S. Chamber reports. She is a frequent lecturer on international commercial policy.

A native Texan, Mrs. Vest is an alumnae of Sam Houston Teachers College, Huntsville, Tex., and did graduate work at American University in Washington, D.C.

Exports have screen test

First National City Bank offers film-slides for businessmen's meetings

Export expansion will be literally "projecting" itself on screens all over the country under the new Aid for Trade program launched by the First National City Bank of New York with the enthusiastic endorsement of Secretary of Commerce Luther H. Hodges.

Featuring a 35-mm. 25-minute color-slide presentation complete with a prepared audio text, the bank's package of graphic world-trade enlightenment is being made available to meetings of business groups throughout the United States. An illustrated 32-page manual—*Your New Markets Abroad and How to Reach Them*—accompanies the film-slides as they tour the Nation.

Goal of the Aid for Trade program, announced by First National's vice president Kenneth M. Spang, is clear, simple and urgent: to encourage more U.S. business firms to start or expand overseas marketing operations. Spang, chairman of the New York Regional Export Expansion Council, is a dedicated champion of world trade as the key to a better economic future for American free enterprise.

Cogent reasons for pressing the drive for new customers abroad are given in the slide presentation and the booklet. Among them:

► Although U.S. merchandise exports have more than doubled since 1950, most American businessmen are a long way from attaining their full share of overseas markets. Only a comparative few—some 3,000—account for more than 75% of the total U.S. export dollar.

► In the years ahead, rapidly rising incomes abroad are expected to result in an unprecedented growth of world-wide demand for goods. American businessmen who ignore this new world market of potentially vast proportions will be swimming against the tide.

► Increased profits should result from foreign sales. Development of new markets will mean that overhead costs can be spread over a greater volume of sales.

► Exporting can ease the inevitable changes in the domestic marketing situation by counterbalancing cyclical variations. For businessmen who experience busy and slow periods of a seasonal nature, markets in countries where seasons are reversed—as in Australia or Brazil—can provide offsetting demand.

► The United States has a significant competitive advantage in the export field—greater U.S. productivity offsets higher labor costs. Fears that the United States is pricing itself out of the market are unfounded.

► Selling abroad can help stimulate the growth of U.S. business firms, assist local communities by creating employment opportunities, and aid the U.S. balance of payments.

Secretary Hodges comments

In a preface to *Your New Markets Abroad and How to Reach Them*, Secretary of Commerce Luther H. Hodges expresses the hope that many small and medium-sized firms will be encouraged by it to venture into international trade and expand into new markets abroad.

"Smaller banks throughout America should find the contents useful in their efforts to help businessmen in their localities increase profits and job opportunities by selling their goods in overseas markets," he adds.

FILM SLIDE pictured below is one in 25-minute color presentation on export expansion—part of Aid for Trade program of First National City Bank, New York.

Little time left to submit BP's for markets Trade Missions will visit in early spring

U.S. business firms invited to send offers before Jan. 1 for Philippines and India; Feb. 1 for several other areas

Only a few weeks remain in which U.S. firms may submit Business Proposals for the attention of four U.S. Trade Missions scheduled to visit active market areas abroad in the early spring.

Specific proposals for doing business in the Philippines, India, Thailand, Taiwan, Iraq, Kuwait, or Lebanon are rolling in ahead of fast-approaching deadlines, the Bureau of International Commerce reports.

U.S. firms with a product or service to sell, those seeking agents or distributors, or those interested in other types of business arrangement, are invited to submit their offers, before the deadline announced for each Mission as described below.

Before year's end

The first of the groups to go out next year will be the U.S. Industrial Development Mission to the Philippines, scheduled to visit the islands Feb. 20-March 20. Proposals must be submitted to the Mission Director before Jan. 1.

An Industrial Development and Investment Mission will be in India Feb. 27-March 27. The deadline for sending proposals is Jan. 1.

For the Trade and Development Mission to Thailand and Taiwan, and for the Trade Expansion Mission to Iraq, Kuwait, Lebanon, both planned for March 20-April 17, the deadline is Feb. 1.

Business proposals will be printed in summary form, without identification or address, and distributed in the respective areas before the Missions arrive. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal. U.S. firms will be provided with the names of companies which express a definite interest, in order that follow-up action may be taken .

How to submit BP

To submit a Business Proposal, U.S. firms are asked to answer 6 questions and mail with 2 copies to the Director, U.S. Trade Mission to ————————, Bureau of International Commerce, Washington, D.C. 20230.

- What product or service do you wish to sell?
- Do you presently have an agent, distributor and/or branch office in the country involved? The Department of Commerce will not seek a substitute for an established agent, distributor or representative.
- Are you seeking an agent or a distributor or do you wish to sell directly to the end user?
- Do you wish to make a direct investment, a joint venture or offer a licensing arrangement? If so, briefly describe your proposal.
- Do you wish to import? If so, describe the product of interest and the type of arrangement sought.
- What type of firm is best qualified to transact your business?

Send Business Proposals

Specific Business Proposals from U.S. firms, for any of the Missions mentioned in the accompanying article, should be sent to the Director, U.S. Trade Mission to ————————, Bureau of International Commerce, Washington, D.C. 20230.

Additional details about any of the Missions may be obtained from the Commerce Department or its Field Offices.

Each Business Proposal must be accompanied by brochures and other descriptive material, (not to exceed 50 single sheets per BP), in order that the Mission member can make the most effective sales presentation. Data on the size and scope of the firm, catalogs and pricelists are appropriate for this use. Price information should include c.i.f. quotations.

Each offer also must be accompanied by one of the following, unless previously submitted within the past year: Department of Commerce Form 1A 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; or a current mercantile agency report or current bank report.

Need summary

A summary in 35 words or less of each Business Proposal should be submitted for inclusion in the booklet to be distributed before the Mission's arrival.

Organizations representing several firms are asked to submit a separate Business Proposal for each client, with each specified by name and contact.

Firms offiering a wide variety of products are asked to summarize them by commodity groups, and submit a separate proposal for each grouping.

The Commerce Department selects as Trade Mission members U.S. businessmen who are experts in the particular fields in which each Mission specializes.

Scheduling of each Mission just described was originally reported during the summer. Also planned—and previously announced—is a Building and Investment Mission to Colombia, May 15-June 12. The deadline for submission of Business Proposals is April 1.

YUGOSLAV TRADERS, interested in specific Business Proposals of U.S. firms, kept members of the U.S. Trade Mission especially busy in Belgrade last month. Next year's Missions want your BP's now.

Japanese-American trade large but still long way from peak, says director of Tokyo Center

T. Howard Peters rejects concept of 'saturation point' in international trade, calls Center first-class showcase

Japanese-American trade, now one of the world's largest in terms of business volume, has still a long way to go before it will ever hit a peak, T. Howard Peters, new Director of the U.S. Trade Center in Tokyo, said recently.

PETERS

"I don't think there is ever a 'saturation point' in international trade. On the contrary, trade breeds trade. The more a country buys from us, the more we have to buy from them. The possibilities of expansion are unlimited," he said.

"The United States literally has hundreds of industries which have yet to introduce their products into the Japanese market. Certainly, the same must be true of the Japanese. It takes time to develop our full commercial capacities, but we are working steadily toward this goal," Peters said.

A career U.S. Foreign Service Officer, specializing in business analysis, Peters, 43, has previously filled several important assignments on detached duty with the Department of Commerce. He served as commercial attaché in Baghdad in 1957, filled the same post in Cairo in 1959, and was detailed to the Department of Commerce early in 1962 to help establish a training program for commercial specialists in the Foreign Service. In August, 1963, he assumed the position as chief of the International Trade Division, U.S. Department of Commerce Field Office at San Francisco.

Assigned to Japan as new director of the Trade Center, Peters relieves Trade Center Manager John H. Read, who assumed double duty as Acting Director since the reassignment of John A. Moran III to Washington earlier this year. Read resumes his full-time duties as Trade Center manager.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Valuable showcase

Peters noted that in the 18 months since the Trade Center was inaugurated in Tokyo, the Center has proved its value over and over again to both Japanese and American businessmen.

"We remain the best marketplace in Japan for the Japanese businessman seeking to handle a new product line, or who is shopping for new equipment to modernize his operations. By the same token, the Trade Center serves as a first-class showcase for the American manufacturer trying to expand his business in this key market," he said.

Japan's ascent

Observing that Japan is today America's biggest overseas trade partner after Canada, Peters said:

"This fact is interesting from the historical standpoint, because it will be recalled that this position was held for many years by the United Kingdom.

Reischauer says development of packaging technology to help Japanese economy

"The development of packaging technology will greatly contribute to the development of the Japanese economy. Improved packaging techniques will raise the living standards of the people."

U.S. Ambassador to Japan Edwin O, Reischauer opened the packaging machinery show Nov. 10 at the Trade Center in Tokyo with these words. The show was scheduled to end Nov. 20.

Exhibitors received 60 serious inquiries on the first day and "found a high degree of interest among visitors," according to the U.S. Embassy in Tokyo.

Actual first-day sales were $3,900; potential sales were $167,865.

One Japanese businessman, Tomio Masui, bought a celephane wrapping machine from the Miller Wrapping and Sealing Machine Co., even before the show officially opened, the Embassy reported. Masui is president of Kinokuniya Stores, Tokyo.

Business proposals from U.S. manufacturers sought for upcoming trade fairs in Europe

U.S. manufacturers and suppliers can take advantage of many sales opportunities in Europe by participating in four international trade fairs in 1965 through the Department of Commerce business proposals service.

Department of Commerce-sponsored business information centers will be established at international trade fairs at Lyon and Lille, France; Brussels, Belgium; and Hannover, Germany. Fair dates are: Lyon, March 20-29; Lille, April 24-May 9; Brussels, April 30-May 11; Hannover, April 25-May 4.

Firms interested in direct sales, setting up new industries, locating agents, distributors or licensees, or entering into joint ventures in Europe may submit business proposals to the Bureau of International Commerce, Washington, D.C. 20230. Each proposal should be marked with the name of one (or more) of the following fairs and should reach the Bureau of International Commerce before the following 1965 dates:

Lyon International Trade Fair, Feb. 21; Lille International Trade Fair, March 27; Hannover Fair, March 27; Brussels International Trade Fair, April 3.

These are general fairs, and proposals in any category of goods are acceptable. Electronic, electrical and non-electrical measuring and control instruments and equipment should enjoy particularly good reception at Hannover. Proposals submitted by companies interested in promoting their product in Europe will be discussed by members of the commercial staff of the U.S. Foreign Service or by members of the Department of Commerce Washington staff in attendance with businessmen who visit the business information centers.

To submit proposals

To submit a business proposal, firms are requested to provide answers (in triplicate) to the following questions before the deadline:

► Do you presently have an agent, distributor and/or branch office in the country involved? (The Department of Commerce will not seek a substitute for an established agent, distributor or representative.)

► What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user?

► Do you wish to make a direct investment, a joint venture or a licensing arrangement? If so, briefly describe your proposal.

► Do you wish to import? If so, describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

Firms are also asked to submit:

► A concise summary of the business proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing. (If you have filed within the past year, indicate date only.)

Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office).

A current mercantile agency report.

A current bank report.

► Pamphlets, brochures or other printed matter, up to 50 single sheets, in support of each Business Proposal in order to provide detailed information, such as weights and cubes and c.i.f. prices.

► Separate business proposals must be submitted for each fair and for each product category. Combination export managers and agents wishing to submit for several client firms must submit a separate proposal for each.

Thailand's industrial development stepped up, offers good market for U.S. metalworking machines

Construction of factories, residential housing mushrooming; Thais regard American goods as very durable, survey says

U.S. manufacturers will have an opportunity to seek a share of a $2 million market by exhibiting their products in a metalworking machinery and equipment show at the U.S. Trade Center in Bangkok, Thailand, March 17-April 16, 1965.

Private market research and a market survey prepared for the Department's Bureau of International Commerce (BIC) indicate the stepped-up tempo of Thailand's industrial development has created a growing demand for metalworking devices.

Factory and other commercial construction, as well as residential housing, is mushrooming in Thailand. Farm machinery and motor vehicles also are coming into more general use.

Since metalworking tools, vital to industrial maintenance and repair, are not produced locally, Thai businessmen must look to other countries to fill their needs.

Like durability

According to the survey, the U.S. industry's position is enhanced by Thai belief in the superiority of American products—particularly their durability. Also the prestige of their products gives U.S. manufacturers an added advantage over competitors.

The survey also indicates, however, that many prospective Thai purchasers have a distorted idea of U.S. price tags. Although, in many cases, they are familiar with high-priced, sophisticated products, they generally are unaware that U.S. production includes less complicated items in lower price ranges.

At the Bangkok show, American manufacturers and suppliers can meet with prospective customers and, with aggressive salesmanship, open up the Thai market for their goods.

Stable currency

The market potential for U.S. merchandise is strengthened by the stability of Thai currency, ample gold reserves and foreign exchange, and very liberal licensing and exchange controls.

The country's principal exports—rice, rubber and tin—bring in enough foreign exchange to make possible rather large imports. Total imports topped the $500 million mark in both 1962 and 1963. The U.S. share of the market has been steadily increasing.

Trade Centers—located in London, Frankfurt, Bangkok, Milan and Toyko—are part of the U.S. Government's effort to assist manufacturers in selling their goods overseas. A sixth center will open in Stockholm next March.

Each center holds six to eight shows annually. Each show features groups of related products and each is preceded by a detailed market survey to determine demand for specific product lines in the host country.

In the first nine months of 1964, 25 shows were held at the five centers. Results of 21 shows have been tabulated, with on-the-spot sales of $7 million.

Write: Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

EEC suspends CXT

The EEC Council of Ministers has temporarily reduced the Common External Tariff (CXT) on weed-killers based on 2, 3-dichlorally-di-isopropyl-thiocarbamate (ex. 38.11 C) to 5% until Dec. 31. The present rate is 12%.

The Council also decided on the total suspension, until Dec. 31, of the 9% CXT rate applicable to iron phosphides (ferro-phosphorus), containing 15% or more by weight of phosphorus, 28.55 B).

A LIVELY INTEREST in U.S. products was reported by representatives at the bakery processing equipment show at the London Trade Center. Above is part of the exhibition area on the Nov. 3 opening day.

HORIZONTAL PACKAGING machinery (above) and an apple coring and peeling machine (below) were among the exhibited products which caught the eyes of the British visitors. The show ended Nov. 13.

Bakers, caterers visit U.S. Center, see animated show

23 U.S. exhibits kept in motion with demonstrations of products

The Nov. 3-13 exhibition of bakery processing equipment at the Trade Center in London attracted lively interest from the British bakery trade and from many sections of the food service industry.

Exhibitors reported excellent results in terms of immediate orders and pending sales.

More than 200 leading representatives of the bakery, catering and allied trades attended the opening reception. They were welcomed by Willis C. Armstrong, Minister for Economic Affairs at the American Embassy in London, and by Trade Center Director Donald S. Kilby.

Animated show

On each succeeding day there was a constant stream of trade visitors. Company representatives at the 23 individual booths were kept busy with demonstrations of their products. With various types of equipment working continuously for demonstration purposes, this was one of the most animated shows yet staged at the London Center.

Considerable attention was focused on the various types of doughnut-making equipment on show and on the big American doughnut chains, Dunkin' Donuts, Inc. and Mr. Donut of America, both of which plan major development of franchise operations in Europe.

Many of the items demonstrated had not previously been seen in Britain and attracted a high level of trade inquiries.

88 per minute

A feature of the exhibition was the variety of equipment on show—from big installations for volume production to compact counter-top units for point-of-sale snack bar service. One item which attracted particular interest was a high-speed automatic apple processing machine demonstrated by F. B. Pease Co. This can peel, core and slice up to 88 apples per minute and its versatility appealed immediately to many visitors. The demonstration model was sold within a few hours of the show opening and futher orders followed in quick succession.

SERVE DOUGHNUTS at room temperature, says Mr. Donut (center), and they will be 'at the peak of perfection.' He gave out hundreds of samples, the first step in his 'assault' on the United Kingdom.

U.S. exhibitors at Thessaloniki trade fair report commercial success, more crowds

Based on what local agents of U.S. firms expected to sell, the U.S. pavilion at the Thessaloniki international trade fair Sept. 6-27 was a decided commercial success.

Eleven of the 34 local agents who positioned their displays around the Commerce Department's small Business Information Center estimated their sales for this year will be increased by a combined figure of at least $580,000 because of their participation.

Three other firms reported a total of 648 business inquiries, many of them expected to be fruitful. Chrysler's Greek subsidiary reported contact with 90 serious buyer prospects and said they found, among the fair's U.S. participants, four potential suppliers of parts and materials for its Farmobile plant in Greece.

The Hemisphere Air Transportation Co. expects to do $200,000 worth of business in helicopters as a result of participation in the fair. Six other firms anticipate definite sales growth but have declined to speculate further. The remaining exhibitors were there solely for advertising.

No product theme was adhered to in the American exhibit. Private participants, however, were urged to conform with the design plan of the U.S. Government for the most harmonious effect.

The U.S. pavilion was located in the center section of permanent fair building No. 2, situated on the eastern side of the fairgrounds.

Despite the fact that the fair's overall official attendance figure was up only slightly from last year (1,330,685 in 1964, compared with 1,326,765 in 1963), the number of visitors to the American pavilion reflected a 20% increase over 1963 (530,000 in 1964, compared with 423,260 in 1963).

'Mr. Donut' pushes his tasty product on British market

They're at 'peak of perfection if served at room temperature'

Where did the hole in the doughnut come from?

That's a question which has several answers. One comes from the 19th century sailing days when a New England sea captain, Hanson Crockett Gregory, ate fried cakes while steering the ship.

One day, during rough seas, the skipper needed both hands to steer. He solved the problem by spiking the cake on top of the spokes.

This is the story Mr. Donut, Harry Winokur, was telling in London earlier this month to the British people, via newsmen, columnists and radio and television. Winokur, who sells over one million doughnuts a day in the United States, had a stand at the Nov. 3-13 Bakery Processing Equipment Show at the London Trade Center. (see opposite page for story, pictures on the show).

The 53-year-old Mr. Donut had a busy time in London, pushing doughnuts in front of anyone who came within reach. He told the British people his doughnuts will sell in England because he "never found a good doughnut" in Germany, Switzerland, Italy, Greece, Israel, Spain, France, and many other places.

At room temperature

"Serve them at room temperature," he said, "and you will find them at the peak of perfection."

What kind of doughnuts does he make? Forty-four basic types, he said, among them buttercrunch, peanut, chocolate, cinnamon, cherry and lemon.

"We took the ordinary donut, glamorized it and opened bars (there are now 27 in the United States and Canada) where you could eat it," he told one columnist. "In fact, our doughnuts don't even look like doughnuts any more. They come filled with fruit or cream or bathed in fruit salad. We even have cheese strudel doughnuts."

His optimism in selling doughnuts to the British was shared by many who came to his exhibit booth. One newsman, after spending an hour there, summed up the attitudes of many with the statement, "I can see we have no hope: we shall all be eating doughnuts in a few years' time."

No 15% import tax on Beatles' millions

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

LONDON—Gillian Baker, a vivacious fifteen year old blonde from Dinorben School, lives on the fresh, green outskirts of London in a comfortable British home in Upper Warlingham, right on the border of Surrey and Kent counties.

After dinner this recent evening, Gill who had not too long ago romped the London horse trails on her very own pony, showed some visitors a life sized photograph in horrifying full color of the Beatles that totally covered one of her bedroom walls.

Other photographs on a dresser, two tables and window sill were of those who people the zany world of Britain's new fugitives from zoo cages snarling their curious roars; groups like the Animals, who have even shaggier and longer manes than the Beatles, the Kinks and the Rolling Stones.

Her father shrugged. "You should hear the telephone calls. Conversation centers upon one group or another, or the irresistible cuteness of the newest idiot."

The Beatles, due to such mixed adulation, have become unexpectedly a major British export, paying off in large mutuals. To hear them, the U.S. squandered last year more than the American profits on English manufactured motor cars.

"These long-haired blokes went to the United States a few months ago and earned $3 million dollars," said one Briton. "Motion picture revenues are pouring in, but I wouldn't count on telly residuals. This thing pretty soon, I hope, will be as extinct as the blue whale."

But it goes up and up. These refugees from a hair dresser, boys that look like mops upside down, have soared to a 20 megaton bank account. One member of the Animals, Hilton Valentine, blasted from a $20 a week factory machinist in one month to $1800 and now is in the economic atmosphere with Casey Stengel, the noted Pasadena banker, a few maitre d's and more affluent off-track lay-off operators. Lately, Electric and Musical Industries, who handle Beatle records, experienced a $30 million sales increase.

"Who knows, if this keeps going these wolves in sheeps hair-do may bring in $250 million in hard currency," said another Britisher sitting in the living room. "The Beatles are the highest paid performers in world history, 60 times the salary of the President of the United States.

"Even the disc jockey who just introduces them, a character in long blonde locks disarrayed like an angry kitten, is doing magnificently. Some say he wears a wig, but wig or no, Jimmy Sabille drives a Rolls Royce, which is a long way across the moors from spinning records."

We remarked there seemed little variation between Beatle imitators. "Oh, no," disputed Gill. "Ever listen to Gordie Twang of the Animals? It is a Newcastle dialect that made him successful." Her father remarked he just seemed super-scruffy and more wooly-headed.

Perhaps, explicably, it follows at a moment in history, when cocktail peanuts and bottled water are becoming international currency, that from under the London fog should come strange creatures to become teenage heroes from Australia to Lapland.

As the whole world knows wherever music is not appreciated, the thing began in Liverpool in a night spot called the Caravan and branched out to Manchester and, then, Oh Brother, on to fortune. If people outside of England were made of sterner stuff to put up with a little more, Britain would not have had to impose a 15% customs tax.

Love'em, Gill. Next year, it will just be tennis and prom, high heels and staying out after ten.

'E' awards given to two companies in early November

Firms make tickets, labels, power tools for construction

The President's "E-for-Export" award was given early in November to two firms:

The Seabar Co. of Philadelphia, manufacturer of machines to imprint and attach tickets and labels used in the garment and packaging fields.

Master Consolidated, Inc., of Dayton, Ohio, manufacturer of portable and power tools for the construction industry and of portable oil-fired space heaters for construction, farm and industrial markets.

The Seabar Co., in both domestic and export sales, stresses service to its customers. Since 1922 the firm has exported machines, selling through distributors. Its exports in 1963 were approximately 7% of the total sales figure.

David Jamieson, director of the Philadelphia Field Office, presented the award Nov. 4 to James M. Kyte, president. The ceremony was held in Abington, Pa.

Solves problems

Master Consolidated, Inc., overcame some major problems in exporting by carefully selecting importers in European countries and changing the specifications of products to meet the particular standards of the countries involved. Its exports in the 1963-64 fiscal year were 14.6% of the entire sales figure.

William A. Notton, chairman of the Cincinnati Regional Export Expansion Council, presented the award Nov. 5 to F. E. Barnham, president, in Dayton.

Fewer TV antennas

Singapore has further restricted the import of television aerials (antennas). Importation of this item was placed on a specific quota basis in January 1964. Individual quotas for the fourth quarter of 1964 are reduced to 25% of an importer's quota in the previous quarter. For example, if an importer's quota for the third quarter of 1964 was 100 aerials, his quota for the fourth quarter is 25 aerials.

Pakistan's Third 5-Year Plan stresses industrial growth

Aims to bring E. Pakistan up to western area's economic level; expects foreign investors to help fulfill private sector's vital role

The Outline of Pakistan's Third Five Year Plan (July 1965-70), recently made public by the Central Government, contains ambitious and far-reaching social and economic goals.

The Third Plan is viewed as part of a broad program for economic development during the next two decades (1965-85), and constitutes the initial step in attaining the goals outlined in the 20-year "Perspective Plan." Significant among these are: **(1)** tripling the annual Gross National Product from an estimated $9.25 billion in 1965 to $30.5 in 1985; **(2)** parity in per capita income between East and West Pakistan; **(3)** provision of full employment to the entire labor force; and **(4)** elimination of dependence on foreign assistance.

The ambitious program of the Third Plan is founded upon expected success in reaching the goals of the Second Five Year Plan. Pakistan's economic growth rate for fiscal 1964 (July 1963-June 1964) was approximately 7%, the highest since the formation of the state in 1947, and the outlook is for a further increase in 1965.

The upswing in production means that the Second Five Year Plan target of a 24% increase in annual Gross National Product will almost certainly be achieved.

The main target of the plan is a 30% increase in GNP by 1970, although this target figure may be raised still higher. The average annual growth rate is to be 5.4%, and total development expenditure is estimated at $10.92 billion. Of this, $7.14 billion is to come from the public sector, and the remaining $3.78 billion from private sources. The proportion of public sector expenditure to total expenditure is about the same as that of the Second Plan.

Public expenditures

The bulk of public sector expenditures will go into water and power projects (25.4%), transportation and communication (17.3%), industry (14%), agriculture (12.8%), physical planning and housing (8%), education (8.1%), and work programs (7.3%).

A fundamental feature of the Plan is the emphasis on East Pakistan. The east wing, whose economy has lagged behind that of West Pakistan, is to receive 52% ($5.67 billion) of the total development expenditure. This should help in reducing the disparity in per capita income between East and West Pakistan by about one-fifth.

Heavy industry

Planners are calling the Third Plan the beginning of pakistan's second stage of industrialization: a basic shift from consumer goods industries to the establishment of producer goods industries. This is reflected in the production targets for producer goods industries:

- Steel: 550,000 ingot tons in 1965 to 1.2 million ingot tons in 1970.
- Machine tools: from nothing in 1965 to $21 million worth of production in 1970.
- Heavy machinery: from nothing in 1965 to $88 million worth of production in 1970.
- Petrochemicals: from nothing in 1965 to 300,000 tons in 1970.
- Soda ash: 74,000 tons in 1965 to 150,000 tons in 1970.
- Caustic soda: 35,000 tons in 1965 to 75,000 tons in 1970.
- Sulphuric acid: 65,000 tons in 1965 to 400,000 tons in 1970.
- Cement: 3 million tons in 1965 to 5 million tons in 1970.

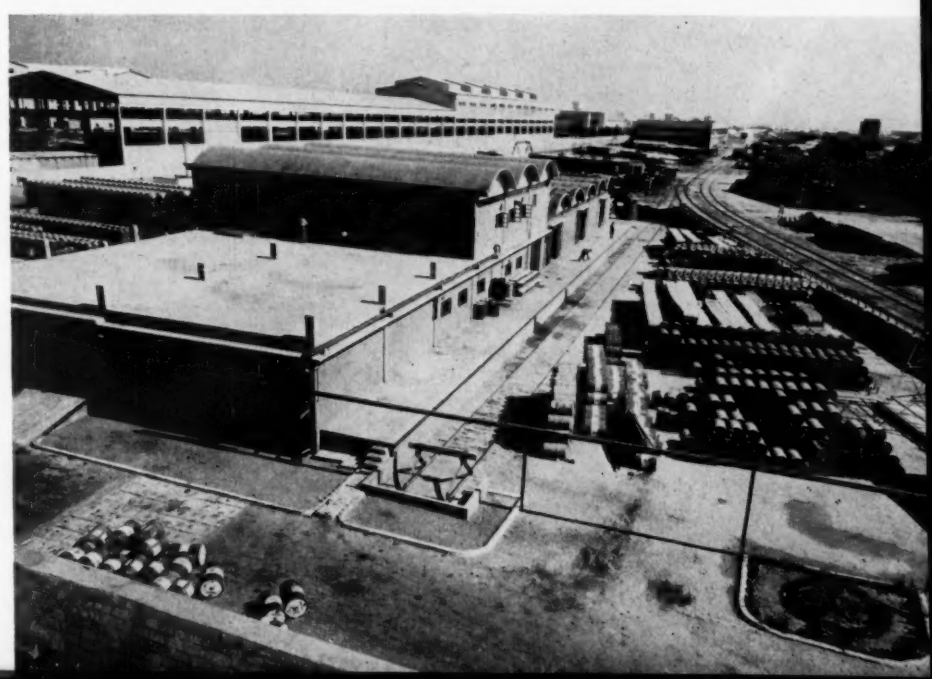
Other significant targets have been set for industries having export potential or importance in other areas:

- ★ Writing and printing papers: from 30,000 tons in 1965 to 100,000 tons in 1970.
- ★ Nitrogenous fertilizers (ammonium sulphate): 550,000 tons in 1965 to 2.5 million tons in 1970.
- ★ Phosphate fertilizers (triple superphosphate): 7,000 tons in 1965 to 550,000 tons in 1970.
- ★ Jute manufactures: 380,000 tons in 1965 to 720,000 tons in 1970.
- ★ Cotton yarn: 520 million lbs. in 1965 to 620 million lbs. in 1970.
- ★ White sugar: 500,000 tons in 1965 to 640,000 tons in 1970.

The Outline calls for a total expenditure of $2.74 billion for industrial development over the plan's 5 years. This is 241% more than the estimated industrial investment of $1.21 billion for the Second Plan.

Special impetus will be given to the industrialization of East Pakistan. Of the total industrial investment, $1.45 billion is slated for East Pakistan. The West German firm, Salzgitter Industriebau has been appointed consultant to the East

MANY OF THE IMPORTS needed to implement Pakistan's Third 5-Year Plan will pass through the recently-built West Wharf Terminal at the Port of Karachi, Pakistan's largest. (Photo courtesy Caltex)



THE THIRD PLAN is aiming to make scenes like this a thing of the past in Pakistan. One of the chief objectives of the Plan is to modernize Pakistan's rapidly accelerating industrial development.

Pakistan Industrial Development Corporation to consider the feasibility of establishing heavy machinery and machine tool plants in East Pakistan. Similar studies are also underway for West Pakistan. Two other West German firms are also undertaking feasibility studies for industrial solvents, ceramics, and molasses production in East Pakistan.

Other feasibility studies are under way for production of synthetic rubber, chip board, particle board, paper from jute waste, pharmaceuticals, and pesticides.

The public sector is expected to play a major role in East Pakistan's industrial growth. Planned public and private industrial expenditures for East Pakistan are $655 million and $798 million, respectively. Comparable figures for West Pakistan are $342 million (public) and $945 million (private).

Backs private enterprise

The government points out in the Outline, however, that it does not intend to pre-empt private enterprise in the industrial field. Its position is: "The private sector is also much less developed in East than in West Pakistan, again largely for historical reasons going back to Independence and before. This places East Pakistan at a serious disadvantage, for private industry has proved the most dynamic force in West Pakistan's development. In part, this element in disparity can be remedied by greater reliance on the public sector. But this is not a complete answer, since public sector capability is limited and will be fully extended to perform the tasks which only the government can undertake. Therefore, efforts must be made to foster rapid growth of the private sector in East Pakistan, if necessary by unconventional means."

The Outline asserts that maximum available private participation will be sanctioned in East Pakistani industries initiated by the public sector. In West Pakistan, industrial development will be concentrated largely in the private sector, except for certain key producer goods industries which will have public participation.

Investors welcome

The Government of Pakistan sees private foreign investment as an important source of financing for the industrialization program. The Outline calls for a 70% increase in foreign private investment over the Second Plan. The government specifically hopes to attract U.S. investors.

The Third Plan Outline treats foreign trade as a means to prepare the economy for a gradual reduction in foreign assistance and to create greater economic strength. The main elements of Pakistan's foreign trade strategy for the Third Plan are:

(1) The annual growth in exports is to exceed the annual increase in GNP by 7.5% to 5.4%. Exports are to increase from an annual level of $619.5 million in 1964-65 to $892.5 million in 1969-70. Total exports for the Third Plan are estimated at $3.88 billion. The rise in exports is expected mainly in manufactured goods and non-traditional items like rice and fish.

(2) The import substitution effort is to be intensified, particularly in the fields of capital goods, finished materials, and fuels.

Total imports of goods and services for the Third Plan period are estimated at $7.14 billion. Imports are slated to increase at an annual rate of 7%, reaching an annual level of $1.61 billion in 1969-70 compared to about $1.2 billion for 1964-65. Of the total, 62% will consist of development imports (capital goods, raw materials for capital goods industries, and technical assistance services). Total capital goods imports for the plan period are estimated at $3.18 billion. Annual capital goods imports are expected to increase from a level of $493.5 million in 1964-65 to $609 million in 1969-70.

However, the ratio of expenditure for capital goods imports to total development expenditure will decrease from an estimated 38% in the Second Plan period to 33% for the Third Plan period largely due to import substitution by domestic production.

Imports of raw materials for capital goods are estimated at $1.31 billion, which is 70% above the estimate for the Second Plan.

Consumer imports

The estimates for non-development imports (consumer goods, raw materials for consumer goods industries, all invisible payments, and debt servicing) postulate an increase from $434.7 million in 1964-65 to $621.6 million in 1969-70. Consumer goods imports are slated to increase from $102.9 million in 1964-65 to $126 million in 1969-70. Part of this increase will spring from the demand for medicines, books, and other items considered essential. Raw materials for consumer goods industries will grow from $151 million in 1964-65 to $205 million in 1969-70.

In the vital field of agriculture, Pakistan's strategy is obvious: to increase production of foodgrains at a faster rate than population growth. For the Third Plan, a 25% increase from 16.2 million tons to 20.2 million tons is predicted compared to an estimated 14% increase in population.

Important developments are also forecast for fuels and minerals, with extensive efforts scheduled to exploit Pakistan's large natural gas deposits. Production in 1969-70 is expected to double the 100 billion cubic feet in 1964-65. The development and utilization of East Pakistan's natural gas deposits for industry and other purposes will begin.

For specific information on the Third Plan Outline **write:** Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Nationalization moves disrupt U.S. sales channels to Iraq

Arrangements to compensate foreign stockholders studied; agency formed to administer nationalized sector of economy

U.S. firms exporting to the potentially rich Iraqi market have had their traditional sales channels disrupted by nationalization moves.

Government import monopolies with new regulations and procedures have replaced present outlets for a large portion of U.S. exports to Iraq. Yet, although exporters of specified products now must sell directly to the import monopolies, the latter afford ample access to the Iraqi market for firms willing to adjust their selling techniques.

The July 14 nationalization of all banks, insurance firms, and 30 principal companies and the subsequent creation of government import monopolies placed the government in control of a substantial portion of the Iraqi economy.

Nationalization was complete in the fields of banking, insurance and specified industries including cement, asbestos and cigarette manufacturing. New private companies will not be permitted to enter these fields. Major firms in the spinning, textiles, foodstuffs, soap, tanning, hides and shoe industries also were nationalized.

Smaller concerns in these fields remain privately owned, however, and new private companies will be allowed to operate, thus creating a mixed public and private sector in these industries.

Compensation

The Government of Iraq has stated that compensation for nationalized firms will be in negotiable 15-year bonds bearing 3% interest. The value of nationalized assets will be fixed in accordance with the stock index of the Rafidain Bank on July 14, or the book value of net assets on that date, whichever is less.

The Economic Establishment has issued a resolution guaranteeing prompt cash payment to Iraqi shareholders of nationalized companies with limited incomes. Special arrangements are under consideration for the compensation of foreign shareholders.

Non-nationalized firms having a paid up capital in excess of $196,000 are required to form a joint stock company within one year. In these joint Stock Companies no individual or company will be allowed to hold stock valued at more than $28,000. Twenty-five percent of the profits will be set aside for the workers and office employees, who will also be represented on the companies' Boards of Directors.

The Government also formed an Economic Establishment directly under the Prime Minister to administer the nationalized sector of the economy.

Three General Establishments; for industry, insurance, and trade were created under the Economic Establishment. A fourth, the General Establishment for Banking, was established under the Central Bank and Ministry of Finance to regulate the nationalized banks. Nationalization plans call for amalgamation, by January 1965, of all existing banks into five publicly owned banks. The new banks will be: Rafidain Bank, Credit Bank of Iraq, Baghdad Bank, Commercial Bank of Iraq, and Al-Rashid Bank.

The activities of the Economic Establishment are directed by a Board of Directors consisting of the Ministers of Finance, Planning, Economy, and Industry, the Governor of the Central Bank, the Chairman of each of the four General Establishments, and the President of the Economic Establishment.

The General Establishment of Trade (GET), responsible for regulating the activities of the public trading companies, has established public companies to import and distribute certain major product lines. The major imports affected by nationalization are drugs, chemicals and vehicles, including spare parts. The importation of certain commodities including wheat, tea, rice and principal foodstuffs is also nationalized.

These commodities are imported by the Government Purchasing Board, also responsible to the GET.

The General Drugs and Chemicals Imports and Distribution Company was established under the GET as the sole importer of pharmaceuticals, medical drugs, non-industrial chemicals, surgical dressings, x-ray equipment, medical, surgical and laboratory equipment, veterinary products, dental instruments, baby food and agricultural chemicals and fertilizers.

Drug imports will be distributed by the Drug Company's distribution centers and the two nationalized trading companies, the Iraqi Import and Distribution Company and the African-Iraqi Company. The Drug Company will maintain six distribution centers in Baghdad and one in each province. Former private importers and distributors are being allowed to serve as wholesalers for the Drug Company. Drug stores and pharmacies will function as before, but future supplies will be obtained from the appointed wholesaler or nearest distribution center.

Firms interested in selling drugs to the

MODERN BUILDINGS LINE Banks Street in downtown Baghdad, where Iraqi nationalization moves have disrupted traditional U.S. sales channels. Many exporters must now sell their products directly to national import monopolies, which provide ample markets for firms willing to adjust sales techniques.

IRAQ WATERFRONTS may still be accommodating as many U.S. imports as ever despite the recent nationalization moves, if Iraqi Government efforts to accommodate foreign exporters bear fruit.

Drug Company have been requested to submit offers, along with statistics of their annual exports to Iraq, and itemized estimates of Iraq's annual requirements.

Applications are also being solicited by the Drug Company for the establishment of scientific centers to promote drug products. These centers will not be allowed to engage in trade; however, manufacturers may use their former distributors to manage the centers.

The value of drugs that may be imported for promotional use in the centers is limited to 10% of the manufacturers' 1963 sales to Iraq. Exceptions to this regulation may be granted in the case of new products. There is no restriction on the operational expenses of the Centers.

Applications and further information for establishing scientific centers and selling to the Drug Company can be obtained from the General Drugs and Chemicals Import and Distribution Company, Post Office Box 486, Baghdad, Iraq.

On August 31, the GET restricted all vehicle imports to the two public trading companies; the African-Iraqi Company, and the Iraqi Importation and Distribution Company. These public companies will be responsible for the import of all passenger cars, buses, trucks, pick-up trucks and vans of all types, including spare parts, glass parts, electrical items, batteries, truck bodies, trailers, tires and tubes. In addition, they will import other products produced by supplier companies such as household appliances.

Same credit terms

In connection with motor vehicle and spare part imports, it was announced that foreign suppliers are expected to provide the same credit facilities heretofore given to their private Iraqi distributors. Suppliers that have in the past given draft facilities to their Iraqi clients and now request letter of credit financing will be expected to provide cash discounts in return.

Transport companies, proprietors of taxis, and private individuals wishing to purchase vehicles must place their orders with one of the two public companies. Specific exemptions to this requirement are granted to the Passenger Transit Service, armed forces, and the police. It was indicated that whenever possible consumer preference would be respected on imports, but that suppliers' terms would have a bearing.

On September 10 the GET announced it was considering allowing private distributors to sell, but not import, some makes of vehicles, with each distributor representing one popular or five or six less-popular makes. Distributors were to be selected on the basis of showroom, repair, and service facilities, with present distributors receiving preference. Compensation would be on a commission basis.

Single quota

One total import quota will apply to all vehicles. The quota for the next fiscal year will remain at the same level as the past year, with emphasis being placed on imports of trucks and busses at the expense of luxury automobiles. In addition, part of the quota has been given to farm tractors—although tractor imports can still be made by private importers.

Importers of tires and spare parts with unexpired import licenses issued prior to August 31 will be allowed to continue importing until their licenses expire, provided their licenses are validated by the GET. It is estimated these are sufficient to insure adequate supplies for six months. After this period the two public trading companies will import all spare parts. A limited number of well-known suppliers will be used to fulfill Iraq's spare parts requirements. Private spare parts retailers will continue to have a share in distribution. It has not been decided whether private wholesalers will also distribute spare parts.

Iraqi Government officials indicate that increased nationalization of the economy and government monopoly of imports can be expected. They stress, however, that efforts are being made to accommodate foreign exporters, but that suppliers in turn, will have to adjust their procedures to sell to the public companies.

AID loan helps Turks buy U.S. irrigation equipment

A loan of $5.9 million authorized by the Agency for International Development will finance the purchase of U.S. equipment for the operation and maintenance of irrigation systems in Turkey.

The equipment to be financed with the loan funds will be purchased under bid procedure by the General Directorate, which is a part of the Ministry of Energy and Natural Resources of the Government of Turkey, with a central office in Ankara.

The imports from the United States will include such equipment as excavators, dozers, graders, ditchers, loaders, trucks, trailers and pickups, as well as attachments and spare parts. The loan will also cover part of the shipping costs.

The importance of water resources development and irrigation to the economic development of the country has long been recognized in the U.S. economic program for Turkey. AID and its predecessor agencies have provided substantial technical assistance in these areas, including the training of a number of Turkish nationals in the United States.

The General Directorate of State Hydraulic Works, the Turkish Government agency responsible for development of water resources and their effective use, was organized with the assistance of the U.S. Bureau of Reclamation. A heavy equipment training center has been established with AID assistance.

CORRECTION

The last six paragraphs of the story on changes in New Zealand's import licensing schedule, on page 32 of the November 16 issue of International Commerce, were inadvertently transposed from a story on Swedish tax revisions on page 16 of the same issue. The six paragraphs do not apply to New Zealand at all, but should be read as a continuation of the Swedish story on page 16.

Colombia founds new foreign commerce agency; reforms import, export rules

New organization will combine functions of 6 ministries and agencies; priorities given to imports used in making products for export

The Colombian Government has promulgated two decrees reorganizing the institutions and revising the regulations governing Colombia's foreign trade. Decree No. 1,733 establishes the organization and basic functions of a new Superintendency of Foreign Commerce, while Decree No. 1,734 revises several sections of Colombia's import and export tariff regulations.

The Superintendency of Foreign Commerce is being established to centralize the responsibility for Colombia's foreign trade policy. This is expected to increase administrative efficiency and permit closer coordination of foreign trade policy with national economic policy. Responsibility for foreign trade policy and regulation had been divided among six ministries and independent agencies, with a resulting lack of over-all policy conception and coordinated execution.

The Junta of Foreign Commerce (Junta de Comercio Exterior), a committee composed of several cabinet ministers, will be the directive body of the Superintendency. The Junta will oversee the operation of the Superintendency to assure that its actions correspond to Government policy.

Responsibilities

The Superintendency has the basic responsibility for promoting exports, approving import licenses and registration (formerly performed by the Superintendency of Importation), and coordinating Colombia's participation in LAFTA. The Superintendency is also obligated to carry out all necessary studies relating to Colombia's foreign trade, and particularly to study and formulate recommendations concerning the simplification of import procedures.

To promote exports, the Superintendency will establish import guidelines, giving priority to imports of equipment, parts, raw materials and intermediate products destined for firms which export.

Furthermore, imported materials for use in export products receive special tariff concessions, either directly by contract, or in terms of duty-free entry of an equal amount of like future imports.

Manufacturers and exporters may be eligible for government contracts allowing duty-free treatment on imports of raw materials and semi-elaborated products, provided they fulfill certain requirements listed in the new regulations.

Firms which export Colombia products not covered by a special contract, which contain an imported input on which duty has been paid, may, within 180 days after export, import with free market exchange, duty-free and exempt from prior deposit requirements, a quantity of that imported material equal to that employed in the exported product.

Simplification

Other new export regulations provide that:

1) Exporters of products, which the *Junta* of Foreign Commerce will designate from time to time, may maintain stocks abroad with an obligation to sell foreign exchange receipts to the Bank of the Republic only when actual sale from stocks is made.

2) The export of samples in non-commercial quantities is exempt from the registration requirement.

3) A tolerance of 10%, by weight, is established for the variance of actual exports from the amount shown in export documents for products other than coffee, bananas, hides, and precious metals. A standard export manifest form will soon be adopted which will serve also for export registration.

4) Chambers of Commerce in the area where export products are manufactured will be responsible for issuing certificates of origin for exports destined to LAFTA or other areas.

Colombia limits duty-free baggage from free port

The Colombian Government has promulagated a new customs regulation severely limiting the amounts and types of goods that travelers may bring into the mainland of Colombia from the Free Port of San Andres. Under the new regulation, which went into effect on Nov. 1, the privilege of bringing into the mainland up to $250 worth of baggage duty-free per traveler was eliminated, and only certain specific articles of clothing and other minor articles in limited quantities may now enter as duty-free personal baggage.

The Government announced that the new regulation was designed to protect mainland industries from contraband trade in home appliances emanating from San Andres, and to protect Colombia's foreign exchange reserves.

To minimize the impact of this regulation on the economy of San Andres, the Government announced a special development program for the island.

Chile again relaxes exchange availabilities

The Central Bank of Chile has announced that it will make foreign exchange available to commercial banks to cover futures contracts for the following categories of shipments:

(1) All imports, regardless of prior import deposit category, for which the 120-day legal waiting period from day of shipment was completed before Feb. 29, 1964 (Central Bank Circular No. 438).

(2) All imports registered on or after Oct. 21, 1964 which fall within the 100% or less prior deposit category (Circular No. 432). Circular 421 had made imports registered on or after Sept. 24, 1964 which fell within the 50% or less prior deposit category eligible for futures; therefore, by implication, all imports within the 50% or less category registered between Sept. 24 and Oct. 21, 1964 are also eligible for futures.

(3) By inference from the above and earlier Central Bank regulations which made futures available only for "essential" goods, all imports falling in the 10% or less prior deposit category whose 120-day waiting period was completed after Feb. 29, 1964, and for which prior import registration was made before Sept. 24, 1964.

All other shipments are eligible only for spot exchange, which may not be readily available. Exporters are again advised to stay in close contact with their Chilean agents because of the possibility that the Central Bank may further liberalize its policy on futures availabilities.

Cameroon liberalizes investment code to speed up economic development

The West African nation of Cameroon has issued a revised and liberalized version of its 1960 Investment Code in order to accelerate economic development. While maintaining and in some cases extending the benefits previously granted to large agricultural and industrial enterprises, the new law also provides for certain tax reductions and exemptions for small firms and artisan concerns.

The new code, like the old one, sets up four categories of preferential treatment or fiscal regimes. The degree of privilege accorded to new enterprises varies with the size of the investment, the measure in which it helps implement the economic and social development plan, and its importance to national economic growth.

An Investments Commission, provided for in the Code, reviews the applications of investors applying for benefits and determines the appropriate category for each new enterprise. Category A has undergone some significant modifications, but categories B, C, and D remain basically unchanged.

In category A the major points of difference with the previous code are: **(1)** new firms are no longer subject to the fiscal regulations of the "special plant" (*usine exercee*) system, as previously defined by existing legislation; **(2)** likewise, they are no longer subject to a tax on consumption, which was applicable under certain conditions.

Exemptions unchanged

Exemptions from import duties and taxes remain unchanged. These exemptions apply to: (a) equipment, materials, machinery, and tools directly needed for manufacturing or processing the finished product; (b) raw materials and products contained in the manufactured or processed article; (c) raw materials or products which, while not forming part of the manufactured or processed product, are destroyed or lose their primary characteristics in manufacturing operations; and (d) raw materials and products needed for the non-reusable packaging or conditioning of manufactured articles. The new code provides that firms in category A, while exempt from import duties and taxes on the above products, are nonetheless subject, after three years, to a tax on finished products.

Firms operating under category B receive all the benefits of category A and are also exempt for five years from the tax on industrial and commercial profits and various other taxes and fees, but not the tax on finished products.

Under the provisions of category C, larger companies may enter into a convention of establishment with the Government to determine special conditions of operation and the nature and extent of tax concessions granted. The convention of establishment, which runs for a fixed term of not more than 25 years, also defines the Government's legal economic, and financial guarantees, including the assurance of stable conditions for financial transfers and marketing of goods. However, no specific guarantee for repatriation of profits is given in the code.

Guaranteed stability

Category D grants the benefits of regime C plus a guarantee of fiscal stability for up to 25 years to firms making investments or particular significance to the national economy. During the period of tax stability, the assessment, rate, and method of collecting all taxes and duties remain unchanged, but firms which have been granted tax stability may request the benefits of any advantageous changes which may be introduced in the normal fiscal system. Firms may also request to revert to the normal fiscal system.

Although Cameroon has not yet signed an Investment Guaranty Agreement with the United States, it has taken other steps to promote private investments, including the creation of the *Societe Camerounaise d'Investissements*. The purpose of this organization is to attract and assist private capital in Cameroon.

Copies of the new code, in French, are available on loan from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Holders of the *Overseas Business Report* "Investment Law of the Federal Republic of Cameroon" (OBR 62-32), which contains the text of the 1960 code, should note these changes.

CARDBOARD PACKING MATERIAL

Paperboard manufacturer interested in entering a joint venture with an experienced American manufacturer of cardboard packing material. **Write:** Mr. Giovanni Foglia, Viale Piave 57, Fagnano Olona (Province of Varese), Italy.

Thailand tightens controls over foods and additives

The Food and Drugs Control Division of Thailand's Ministry of Public Health has released further information concerning the recently enacted Food Quality Control Act. The new regulations apply to both imported and locally prepared foods and are expected to come into force sometime during February 1965.

The types of foods under control are: milk and dairy products including fresh milk, pasteurized milk, condensed milk, processed milk, powdered milk, modified powdered milk and fats; non-alcoholic beverages including aerated waters of all kinds, and soft drinks packed in airtight containers; canned foods including meats, vegetables and fruits, packed in airtight containers; food coloring materials of all kinds; seasoning powder (monosodium glutamate); and vinegar and artificial vinegar.

The restrictions are:

- Foods containing "dulcin" (P-Phentolcargarmide) are not importable into Thailand.
- The mixing of "dulcin" into foods is prohibited.
- Soft drinks must be free from hydrochloric, nitric, sulphuric, or other independent acids.
- No saccharine or other chemicals may be used for sweetening foods in place of sugar.
- If preservatives are used, only sodium benzoate not exceeding 0.1% or benzoatic acid equivalent to sodium benzoate not exceeding 0.1% may be used.
- Only carbon dioxide may be used in aerating waters.

Singapore restricts imports of filament electric bulbs

The Singapore Government has placed the imports of filament electric bulbs of 15-200 watts for domestic lighting from any country (including the rest of Malaysia) on a specific quota basis.

Effective last October 15, all imports of this item will have to be covered by specific import licenses and will be restricted to quotas fixed by the Singapore Department of Imports and Exports. Quotas restricted to 50% of an applicant's proved imports during 1963 will be issued on a quarterly basis commencing October 15.

The issuing of this regulation coincides with the opening of a new plant in Singapore by Electrical Manufacturers of Malaysia, Ltd., to produce filament electric bulbs for domestic use.

New AID procedure helps U.S. firms open door to African market

Special letters of credit assure spending of AID dollars in U.S.

New opportunities for the sale of U.S. products in Africa are available through a special letter of credit procedure introduced by the Agency for International Development (AID).

The Agency has obligated over $94 million in the form of irrevocable Special Letters of Credit (SLC) in connection with it programs in the 12 African countries shown in the accompanying table. Of this amount, $48.2 million has already been issued and about $21 million used.

The table shows the amounts made available in each country, and reflects that $44.5 million is still to be issued under the new arrangement. In Morocco and Tunisia the SLC's have been established under AID commodity import programs.

Except for a list of excluded goods not considered necessary for industrial and economic development, such as luxuries, confections, clothing, cigarettes and outboard motors, the SLC's may be used for any commodities of U.S. origin.

However, procurement for Morocco and Tunisia is subject to the provisions of AID Regulation 1, which was recently simplified. Exporters not familiar with this regulation may obtain further information from the Agency for International Development, Washington, D.C., 20523.

In the 10 other countries listed, the credit available is not subject to the provisions of Regulation 1, and may be used for almost any goods and services, provided they are obtained in the United States.

Details concerning these opportunities are obtainable from the Commercial Section of the American Embassy or from the AID Mission in the African country concerned. These two sources will be able to advise U.S. exporters concerning the commodities or services needed in their host country and the amounts of funds available in that country as of a particular date.

There is a growing awareness of American brand names, standards and specifications in all these countries. Availability of dollar exchange in these usually dollar-short areas provides an immediate target for sales efforts by U.S. exporters.

The purchase of local currencies with dollars to finance local operations in connection with AID projects was a source of dollar leakage in the past. Too often these dollars ended up in the reserves of European countries, constituting a potential call on U.S. gold.

AID adopted the Special Letter of Credit to overcome this leakage.

Under this technique, whenever AID purchases local currency, it does so by establishing a Special Letter of Credit in an American bank. The bank will disburse these dollars only upon presentation of appropriate documentation proving equivalent dollar purchases in the United States.

African special letters of credit

Anticipated availability, deposits, Expenditures and unexpended balances as of September 30, 1964

(in thousands of dollars)

	Funds obligated	SLC's issued	Expenditures [1]	Balance
Ethiopia	5,074	575	152	423
Kenya	1,300	109	26	83
Liberia	17,162	2,700	596	2,104
Mali	1,676	40	0	40
Morocco [2]	30,700	30,000	10,987	19,013
Nigeria	13,940	230	10	220
Sierra Leone	790	391	0	391
Somali Republic	1,068	34	17	17
Sudan	1,192	367	0	367
Tanganyika	6,326	708	0	708
Tunisia [2]	13,000	13,000	9,271	3,729
Uganda	2,465	30	0	30
Total	94,693	48,184	21,059	27,125

[1] Except for Tunisia and Morocco, the expenditure figures are as of August 31, 1964.
[2] Established under AID-financed commodity import programs; use is subject to A.I.D. Regulation 1.

Hearing set on Honolulu's proposed foreign-trade zone

The Foreign-Trade Zones Board will hold a hearing next month on an application to establish a foreign-trade zone at Honolulu.

The hearing will take place at 10 A.M., local time, Dec. 15, at the Federal Building in Honolulu before the Examiners Committee of the Board.

The Examiners Committee is investigating to determine whether the proposed plans and location are suitable for accomplishing the purposes of a foreign-trade zone.

A general description of the proposed zone and maps will be available at the Office of the Collector of Customs, Federal Building, Honolulu, and at the office of the Executive Secretary, Foreign-Trade Zones Board, Rm. 6827, Department of Commerce, Washington.

Interested parties or representatives who wish to be heard should file written request as soon as possible and provide a written summary of their views on the application.

Prior to Dec. 7, requests should be directed to Jerome Sachs, Chairman of the Examiners Committee, c/o Executive Secretary, Foreign Trade Zones Board, Rm. 6827, Department of Commerce, Washington, D.C., 20230.

From Dec. 8 to noon, Dec. 14, requests and summaries should be directed to the Chairman of the Examiners Committee, Mr. Sachs, c/o the Collector of Customs, Federal Bldg., Merchant St., Honolulu, Hawaii.

10 new investment chances listed by Central American trade mission

Ten additional investment opportunities in Nicaragua, Costa Rica, and Honduras have been reported by the U.S. Trade and Development Mission to Central America.

U.S. firms interested in specific opportunities reported by the Mission and seeking further information on these leads should show the appropriate Interview Report (IR) number in any correspondence with the concerned Central American firm or with the Department of Commerce. The identifying number is listed in parentheses after the address of each firm.

1621 Construction

A responsible Nicaraguan construction firm, in business since 1938, is seeking a U.S. firm interested in developing a proposed industrial park. The firm is interested in a joint venture or a 50-50 negotiated partnership to build the industrial park. It owns three sites of valuable land with paved roads to the sites. Water and power are available.

Write: Julio Cardenal H., Manager, J. Cardenal H., R. Lacayo Fiallos Cia. Ltda., P.O. Box 621, Managua, Nicaragua. **(IR 83)**

2013 Tinned meat products

A Costa Rican canner of vienna sausage, frankfurters, deviled ham, and liver paste is interested in a joint venture with a U.S. investor to expand and modernize its canning facilities. It is seeking a U.S. partner with approximately $200,000 to $500,000.

The firm's volume of business is approximately $300,000 and it feels that its planned modernization would increase the volume. The cannery is located about three miles from San Jose and the office and main retail outlet is in San Jose proper.

The owners are also in the cattle and shrimp businesses and have U.S. partners in each.

Write: Alvaro Batalla, Manager, Empacadora Cinta Azul, S.A., Aptdo 2905, San Jose, Costa Rica. **(IR 90)**

2321 Men's shirts

Central America's largest shirt manufacturer is seeking a U.S. partner for a new venture to manufacture shirtings, cotton and blends. The interested U.S. firm must be experienced and able to supply know-how and approximately 50% of the proposed capital. Members of this firm are experienced and have operated a large cotton mill in South Carolina for 7 years.

Write: Jacobo Kattan, Jacobo D. Kattan Industrial, S.A., P.O. Box 1, San Pedro Sula, Honduras. **(IR 82)**

2834 Pharmaceuticals

A Managuan pharmaceutical importer and manufacturer of cough syrup is interested in a U.S. partner with capital and know-how to expand its operations. The firm is capitalized at $80,000 and its present volume of business is over $250,000. It is well regarded in the business community and its 52 principal stockholders all own drug stores in Nicaragua. Further details regarding this joint venture may be obtained directly from the firm.

Write: Alonsio Tapia, Compania Farmaceutica Nicaraguense, S.A., Aptdo 2085, Managua, Nicaragua. **(IR 85)**

A Nicaraguan pharmaceutical importer, retailer and manufacturer is seeking a license to manufacture natural and synthetic flavorings, essential oils, and aromatic chemicals for use in food, pharmaceutical and cosmetic industries.

The Managuan firm will need technical assistance from the licensing firm. It now owns a medium-sized drug store in the central business district of Managua in addition to its small laboratory producing medicinal products and toilet preparations. Further details concerning this licensing arrangement may be obtained direct from the firm.

Write: Dr. Alberto Lacayo L., Alberto Lacayo & Co., Ltda., 302 Calle Central S.E., Managua, Nicaragua. **(IR 86)**

A Honduran pharmaceutical plant making its own brand of patent medicines and ethical drugs is seeking a joint venture or licensing arrangement with U.S. manufacturers. Its paid-in capital amounts to $425,000 and it has a good reputation in the field. This company already has one contract license arrangement with a leading U.S. firm for the manufacture of injectables. It has begun construction on a new building and expects to start production there in early 1965. Further details may be obtained directly from the firm.

Write: Shibli Canahuati, Laboratorios Finlay, S.A., P. O. Box 213, San Pedro Sula, Honduras. **(IR 91)**

2834 Pharmaceuticals

2844 Cosmetics

A Nicaraguan drug distributor is interested in a joint venture and/or U.S. licenses to manufacture pharmaceuticals and cosmetics. It has not started production but it has obtained franchises from various European and one U.S. firm. The present paid-in capital is $114,000 and estimated sales will amount to $357,000 annually. The firm has the land and complete plans for the laboratory but would like to increase its working capital.

Write: Leopoldo Riestra, Laboratorios Farcos, S.A., Aptdo 474, Managua, Nicaragua. **(IR 87)**

A leading Nicaraguan pharmaceutical and toiletries manufacturer seeks license and know-how for the manufacture of anti-histamines and timed-release drugs. It is considered the largest and best equipped laboratory in Central America, staffed by exiled German and Cuban technicians.

The firm is well known in Nicaraguan medical circles and its products are sold in Costa Rica and Honduras. With the formation of the Central American Common Market this opportunity should be of interest to U.S. firms seeking new outlets for their products.

Write: Renato Arguello, President, Laboratorios Rarpe, S.A., Aptdo 231, Managua, Nicaragua. **(IR 88)**

3111 Hides

A reliable Nicaraguan firm wants a joint venture to expand its tanning operations and 21,000-acre cattle ranch. The firm is interested in contacting an American firm willing to invest approximately $300,000 for improvements in the tannery and/or stocking the ranch with cattle and managing the venture.

Write: Victor M. Delgadillo, 1a. Avenida S.E. #510, Managua, Nicaragua. **(IR 89)**

3992 Animal skins and furs

An old established exporter in Managua of such animal skins as jaguar, ocelot, nutria, and deer is seeking a U.S. partner with experience and capital to set up a tannery and curing operation. The total cost of the joint venture is estimated at approximately $500,000. The Managuan firm has $100,000 to invest plus 50 years of experience in buying from hunters throughout the country.

The U.S. firm would have to supply the remainder of the capital and know-how to establish and operate the tannery. The firm presently exports raw skins, almost entirely to Germany, valued at $100,000 annually, about two-fifths of the country'c total exports of this commodity.

Write: Max Borgen, Calle Central y 12 Av., Managua, Nicaragua. **(IR 84)**

REFRIGERATION EQUIPMENT

A South African company is interested in a license agreement with a U.S. firm to manufacture direct expansion coils, blower coils and air-cooled condensers for refrigeration industry.

Write: Refrigeration Agencies (Pty.) Ltd., P.O. Box 4158, Cape Town.

MICROCIRCUITS

An Italian manufacturer of stereotype plates and printed circuits seeks a manufacturing license arrangement for printed microcircuits and multilayer circuits. **Write:** Giuseppe Confalonieri, Corso Orbassano 336-33, Turin, Italy.

SMALL AGRICULTURAL EQUIPMENT

An Italian firm seeks a U.S. license to produce motor-hoes and various accessories such as irrigation pumps, soil-breakers, plowing devices, attachments for light-trailers and other small utility agriculture equipment. **Write:** F. Ili Vallaro, 10-12 Corso Toscana, Turin.

Six foreign firms offer products for manufacture in U.S.

Items include floor coverings, hot water valves, cream cheese, office furniture, roof panels, and posture attachment for chairs

Products of the Netherlands, Sweden, Denmark, Belgium and Australia are now available for U.S. manufacture under license. These products include cream cheese, floor coverings, posture adjustment equipment for chairs, office furniture, roofing panels and hot water system control valves.

For mailing addresses and additional information write the Department of Commerce, Office Of International Investment, Bureau of International Commerce, Washington, D.C. 20230. Please refer to the appropriate File number.

• A Netherlands manufacturer seeks an American firm interested in licensing its extrusion process for the production of floor coverings. This process is claimed to be completely automated, electronically controlled and readily utilized even on a small scale. Capacity can be expanded in steps and without difficulty by adding supplementary units. The Dutch company asserts that its process, with an outstanding vinyl compound, gives its product excellent appearance, extraordinary color shades, consistent quality, and no material waste. **File 1082R**

• A Swedish firm manufacturing an attachable mechanism which adjusts office or household chairs to different posture positions is interested in licensing a company to produce this item in the United States. This mechanism is covered by a U.S. patent. **File 1115R**

• A well established Danish cheese firm would like to license a U.S. manufacturer to produce a special cream cheese which the company claims has a shelf life of three months. This company, founded in 1899, does a large export business, and presently has licensing agreements with countries in Europe, South America, and the Far East. **File 1138R**

• A Danish manufacturer producing a line of flexible office furniture wishes to establish a licensing arrangement with a firm to produce its product in the U.S. The firm has an Artist Rights patent. **File 1139R**

• A Belgian roofing-panel manufacturer seeks to license its product to an American firm for production in the U.S. The panels are said to preserve roofs from blisters and bubbles and also to provide the best insulating qualities. Their construction makes it possible for vapor to escape a concrete roof surface in any direction through air vents. The panels are made of polyvinyl-chloride with a cork or styrofoam filler and include vapor barriers. They are durable and can also be used for floors and walls as insulation against heat, cold and noise. **File 1164R**

• An Australian manufacturer of specialty valves patented in the U.S. wishes to license a U.S. firm to produce its hot water system control valve in the United States. Among the assertions that this company makes for its valve are: **1)** It is a single unit incorporating the necessary three functions of a hot water system control valve—pressure reducing, pressure relief and vacuum relief; **2)** The pressure reducing and pressure relief valves are automatically synchronized and cannot get out of order; **3)** The valve is constructed so that the main diaphragm and the vacuum relief diaphragm can be changed without altering or interfering with the pressure setting; **4)** The vacuum relief valve is diaphragm-operated, making it sensitive and safe; **5)** The single unit simplifies installation. **File 1232R**

METALWORKING MACHINERY

Manufacturer which reconditions, sells machinery used in metalworking, building industries is interested in obtaining licensing agreement from U.S. firm in which it could use present techniques, know-how. Automation of such machines is specialty.

Write: STUMABO, Antwerp, Belgium.

Auto parts makers get pioneer status in Malaysia

The Malaysian Government has offered "pioneer status" (tax exemption for up to five years) for the manufacture of vehicle parts and accessories.

Products granted pioneer status are parts for assembly into the suspension and steering system, parts for assembly into the power unit, parts for assembly into the brake system, parts for assembly into the transmission system and accessories.

Indian firm wants U.S. partner in producing materials handling goods

A joint venture to manufacture such hand-operated materials handling equipment as industrial trucks and trolleys is sought by a Bombay firm which has imported this type of equipment. The Indian firm says investment for the project will approximate $800,000. It seeks financial participation of about $85,000 from a U.S. joint venture partner, as well as technical know-how including a license to use patents and designs, along with an agreement to receive the benefits of continuing research.

A plant is already under construction at Udhna, about 150 miles from Bombay. The site has electric power, water, and transport and communication facilities. On the basis of a single eight-hour shift, annual production of 2,300 two- and four-wheeled hand trucks, 500 hand-operated lift trucks, 140 lift jacks, pallet trucks and stackers, and approximately 110,000 wheels and the same quantity of casters is contemplated.

Write: Mr. Shri Govidlal D. Modi, c/o Gujarat Trading Syndicate, India House, 1st Floor, Fort Street, Fort, Bombay 1, India.

A limited amount of additional information concerning the opportunity may be obtained from the Bureau of International Commerce, Office of International Investment, File IRD-H, Department of Commerce, Washington, D.C., 20230.

SUNGLASSES, GOGGLES

An Italian manufacturer of optical frames, sun glasses, sport and industrial goggles, parts and accessories, seeks a U.S. manufacturing license for similar products which are new in design and thus have limited competition.

Write: Cav. del Lavore Giuseppe Ratti, Industria Ottica, S.p.A., Lungo Dora Firenze 119, Turin, Italy.

NUCLEAR-PROOF CLOTHING

Company specializing in manufacture, sale, import, export of plastic gloves, industrial safety clothes, seeks licensing rights with U.S. firm to manufacture nuclear radiation protective clothing including gloves.

Write: Les Applications Plastiques Industrielles, 186 Blvd. de la Villette, Paris (19eme), France.

2 Ethiopian estates open to investors

Both are thought suitable for agriculture or industry; third may be made available

Two large Ethiopian Government estates are open for agricultural or industrial development on a rental basis to U.S. investors, and a third and even larger one may become available. They are fairly close to Addis Ababa.

A ten year old Dutch sugar plantation and processing plant venture located on such an estate is now reported to employ about 10,000 Ethiopians and earn a reasonable return for its investors.

The Tifsihte Estate comprises about 4900 acres at an elevation of 4,500 feet and is located approximately 100 miles south-east of Addis Ababa. There are around 60 miles of asphalt roads on the property and 30 miles of dry weather roads. About 750 acres are under cultivation, producing such crops as coffee, bananas, citrus fruits, corn and tobacco. The estate would also be suitable for cotton, sisal, fruit cultivation and processing, and cattle raising. Ethiopia imports substantial quantities of cotton and fruit and these crops appear to offer exceptional possibilities.

An estimated investment of $500,000 would be required to begin efficient agricultural production. A 30-to-40-year lease with the possibility of an option to renew and a requirement that existing fruit farms be maintained can be negotiated at an annual rental of about $40,000.

Tourist venture

Comprising a little less than 7000 acres, the Errer-Gota Estate is around 175 miles north-east of Addis Ababa at an altitude of between 3,500 to 4,000 feet. Both the Addis-Ababa to Dire Dawa railroad and highway run through the property. A small hotel and a large palace, the former country residence of the Emperor of Ethiopia, are located on the estate. There is a hot spring near the hotel and a nearby hydro-electric plant has some potential for an increase of capacity. The mature citrus orchards comprise somewhat in excess of 125 acres.

The estate is reported to be suitable as both a tourist and agricultural venture. Modification of the palace to a 50-bedroom modern hotel and construction of a therapeutical establishment in connection with the hot spring have been suggested. Cotton, bananas and citrus fruits have been mentioned as likely agricultural products. Approximately $60,000 annual rental is required for the estate on a 30-40 year lease arrangement, with the question of renewal left open to negotiation. Local estimates suggest that it would require between $250,000 to $300,000 for agricultural development and about $1 million for the hotel and therapeutic center.

An estate adjoining Errer-Gota comprising close to 10,000 acres has not yet been formally offered for development but may soon be, either in connection with Errer-Gota or as a separate parcel.

Write: Haile Selassie I Prize Trust, P.O. Box 2320, Addis Ababa, Ethiopia.

U.S. partner needed to help Bombay machine tool venture

A newly organized venture with headquarters in Bombay plans to manufacture machine tools and would like to discuss a collaboration agreement with an experienced U.S. manufacturer. The U.S. partner would provide technical know-how, including the services of an engineer to supervise production in the early stages. Financial arrangements are open to negotiation.

The Indian firm plans to establish a plant at Lonavala, a small summer resort about 70 miles from Bombay. Initial production is estimated at from five to six milling machines a month, with output progressively increased.

Write: Robusta Machine Manufacture Private Limited, c/o The Consolidated Mill Supplies Private Limited, Cooperative Insurance Building, Sir Phirozshah Mehta Road, Fort, Bombay 1, India. Limited additional information can be obtained from the Bureau of International Commerce, Office of International Investment, File IRD-H, Washington, D.C., 20230.

AUTOMOBILE PARTS

Manufacturer of starting motors, ignition coils, relays, electrical components for automobiles seeks U.S. manufacturing licenses for similar products.

Write: Eraldo Della Rovere, Costruzioni Riparazioni Elettriche Automobilistiche Torino, 91 Via Orbetello, Turin, Italy.

HYDRAULIC PUMPS

An Italian manufacturer of hydraulic pumps seeks a manufacturing licensing agreement with a U.S. firm for the manufacture of variable delivery hydraulic pumps. **Write:** Pompe Anselmo Officine Elettromeccaniche Anselmo Alberto & Figli, Corso Torino 35, Asti, Italy.

Indian asks U.S. assistance in grinding wheel production

A Bombay branch of a large Indian sugar mill seeks a joint venture with U.S. collaborator to manufacture grinding wheels in India.

The firm will need the necessary equipment for production along with technical and financial assistance. The plant will be located in Kota, Rajasthan, close to the source of bonding clay.

The proposed project is estimated to cost approximately $1,260,000 of which the U.S. partner would provide one third. Expected return is estimated at 25%.

Planned production of the plant is 1,200 tons of grinding wheels annually on a single shift basis. Total production in India is now 2,000 tons and estimated demand for grinding wheels at the end of the third Five Year Plan ending March 1966, is 5,400 tons per year.

The entire production would be consumed in India, because of the wide gap between the supply and demand.

Write: Bureau of International Commerce, Office of International Investments, File 4-3291-2-H, Department of Commerce, Washington, D.C., 20230.

Rotterdam company loses U.S. export privileges

The forwarding firm N.V. Zelantra of Rotterdam, Netherlands, has been denied U.S. export privileges indefinitely because of its connection with parties against whom a denial order was entered on January 16, 1964.

The January order, issued by the Department of Commerce's Bureau of International Commerce (BIC) after an investigation, included the freight forwarding firm of N.V. Metro, and F. Walda, managing director, Rotterdam.

It stemmed from their failure to furnish requested information to BIC about handling of U.S. goods. BIC has received information that Walda recently established a new freight forwarding firm under the name N.V. Zelantra. To prevent evasion of the January denial order it was found necessary to make it applicable to Zelantra, effective immediately.

All of the restrictions in the order against N.V. Metro and Walda are effective against N.V. Zelantra. Zelantra is prohibited from handling U.S.-origin commodities and all other parties, either in the U.S. or abroad, are forbidden to deal with them in U.S. commodities.

The restrictions against Metro, Walda and Zelantra are to remain in effect until Metro and Walda furnish the information required by BIC.

World Trade Opportunities pages 29-38

Panama firm seeks services, machinery, know-how for new footwear manufacturing plant

Industria de Calzado Panama, S.A., Panama City, is seeking the services of a U.S. industrial consulting engineering firm to design and plan the construction of a footwear manufacturing plant in Panama City with a daily production capacity of about 1,000 pairs of men's, women's and children's shoes. This firm is also interested in obtaining modern machinery for the new plant and technical advice on how to improve quality and lower production costs.

U.S. footwear manufacturers who might be interested in entering into a joint venture agreement to manufacture and sell footwear in the Republic of Panama and the Canal Zone are being invited to discuss the possibility with Industria de Calzado Panama, S.A. At present, the subject firm is operating a shoe manufacturing plant in downtown Panama City with a daily production capacity of 500 pairs of shoes.

Bids invited by Iraq for power equipment

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, requests bids for three 100 kw diesel generator sets, construction of a cooling pond, a power house building, switchboard overhead crane and other equipment. Estimated Cost of the job is approximately $140,000, with foreign purchases totaling approximately $98,000.

Bids deadline is December 15.

This type of contract is usually awarded to a local contractor, who is assisted in preparing the bid by a supplier of generating sets, etc. A list of contractors and specifications will be available soon.

Specifications may be obtained directly from the Accounts Section of the Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, upon payment of $32 including air mail charges.

TV transmitting antenna bids sought by Australia

The Controller, Stores & Contracts, Postmaster-General's Dept. has issued tender No. C-9694, which calls for a TV transmitting antenna operating on channel 2 (63-70 mc). Total power supplied to the antenna will be 3 kw.

Bids must be submitted to the Controller, Stores & Contracts, Postmaster-General's Dept., 7th Floor, 114 Russell St., Melbourne, C.1., Australia, by 3 p.m., Dec. 15.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-4036.

Viet-Nam extends deadline on glass tubes plant bids

The Viet-Nam Government has extended the bid deadline for a turn-key glass tubes plant from Nov. 28 to Dec. 10 (INTERNATIONAL COMMERCE, Nov. 16, 1964, p. 37).

Australia issues tender for electronic tube bids

The Controller, Stores & Contracts, Postmaster-General's Dept., 7th Floor, 114 Russell St., Melbourne, C.1., Australia, has issued tender No. 64/9683 for various quantities of receiving, power and special purpose electronic tubes.

Bid deadline is Dec. 17.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Kuwait wants cif prices quoted on U.S. exports

In view of local business practices, present and prospective U.S. exporters are requested to quote c.i.f. instead of f.o.b. prices in correspondence with Kuwaiti firms. Since most Government and private tenders have short lead time, it is in the interest of U.S. firms to quote such terms in order to compete with foreign firms.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4450.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3267.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Bids on various tapes and equipment for radio system called for in SHAPE tenders

Supreme Headquarters Allied Powers Europe has issued two separate Invitations to Bid No. 4-65, which calls for cellulose tape, marking tape and adhesive tape, has a bid deadline of Dec. 1.

Invitation to Bid No. 64-12 calls for the delivery of 4 telescoping masts about 25 meters high and 5 remote control positioners suitable for parabolic antennas which will be used for a mobile microwave radio system. Existing parabolic antennas, 120 cm in diameter, will be used on the positioners and existing four wheel trailers will be used to transport the masts and ancillary items. The masts will be erected by pneumatic means. Bid deadline is Dec. 21.

Copies of the bid invitations and specifications are available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

India issues tender for microwave system

The Indian Posts & Telegraphs Dept. has issued tender No. 162-28/64 TPS, which calls for RF equipment for a microwave system from New Delhi to Jaipur, via Alwar, with five repeaters, complete with towers and power plants. Preference will be given to transistorized equipment, operating in the 4 kmc or 6 kmc bands. Equipment is to follow the CCIR recommendations, with an initial circuit capacity of 960 channels. The multiplex equipment will be government furnished.

Bids must reach the Director General, Indian Posts & Telegraphs Dept. (TPS Section), Parliament St., New Delhi, India, by 4 p.m., Dec. 10.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

FM mobile systems sought

The Trinidad & Tobago Electricity Commission, Port-of-Spain, Trinidad, is inviting bids for the supply of two FM Mobile Systems, one in the 25-54 mc band and one in the 144-174 mc range. Involved are several 60-watt low-band and 25-watt high-band base stations, as well as 18 low-band mobile units. Transistorized equipment will be preferred.

Bid deadline is Dec. 17.

Copies of the specifications are available on a short term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

MALAYSIA—Leaf tobacco; requests replies from suppliers with price quotations c.i.f. Singapore. Lian Hin Trading Co. (importer, wholesaler, exporter, manufacturer), 297 South Bridge Rd., Singapore 1. Attn: Lam Thian. WTD 10/22/64.

106 Ferroalloy Ores

AUSTRALIA—Ferroalloys, including electrolytic manganese, chromium flakes, magnesium ingots, silicon. Requests replies from manufacturers only. Direct purchase and agency. Nonferral Pty. Ltd. (importers, manufacturers, agent), Dunstan Court, Keon Park, Victoria. WTD 10/9/64.

109 Miscellaneous Metal Ores

AUSTRALIA—Titanium aluminum hardners, beryllium aluminum hardners, synthetic cryolite, etc. Requests replies from manufacturers only; direct purchase and agency. Nonferral Pty. Ltd. (importer, manufacturer, distributor), Dunstan Court, Keon Park, Victoria. WTD 10/9/64.

FINLAND—Mercury, 300 flasks, for use as catalyst for processing cellulose. Delivery must be effected by middle of March 1965. Oulu Osakyhtio, Oulu.

202 Dairy Products

● **BURMA**—Cheese, assorted, 70,000 lb. Tender No. Pa. 1/FP(37)64/65, bid deadline Nov. 30. The Secretary (1), People's Stores Corp., Food Procurement Branch, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

203 Canning, Preserving Foods

GERMANY—All kinds of canned fine food specialties, like crab meat, lobster soup. Hamburger Konservenkontor und Lebensmittelvertrieb (importer, wholesaler), Bei den Muehren 75, Hamburg 11. WTD 11/3/64.

206 Sugar

● **BURMA**—Superior white dry crystal sugar, 7000 m.t. Tender No. PA 1/FP(36)64/65, bid deadline Dec. 7. The Secretary (1), People's Stores Corp., Food Procurement Branch, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

220 Textile Mill Products

AUSTRALIA—Cotton, manmade fiber for making men's casual and sports wear. Leisurefit Slacks Pty. Ltd. (importer, manufacturer, wholesaler), 251 Latrobe St., Melbourne, Victoria. WTD 9/11/64.

SOUTH AFRICA—All types of dress fabrics and accessories; direct purchase and agency. "K" Fashion Craft (Pty) Ltd. (importer, exporter, manufacturer, wholesaler), P.O. Box 1243, Johannesburg. WTD 9/23/64.

Materials for garment manufacture, including linings, patterns, garments for copying requested by manufacturer. Serene Ladies Wear Manufacturers (Pty) Ltd. (manufacturer), P.O. Box 15762, Johannesburg. WTD 8/25/64.

SWEDEN—Middle-low priced textile piece goods for manufacture of women's blouses and dresses; agency and direct purchase. Salinder & Co. AB (manufacturer, wholesaler), Pilakersgatan, Landskrona. WTD 10/29/64.

Textiles for curtains and draperies. AB Robert Ditzinger (importer, retailer), Vasterlanggatan 72-74, Stockholm. WTD 10/5/64.

Textile piece goods for manufacturing women's dresses, skirts, suits, coats. H. Schucks Enka & Co. AB (importer, wholesaler), Regeringsgatan 19-21, Stockholm C. WTD 9/24/64.

221 Broad Woven Fabric Mills, Cotton

MALAYSIA—Cotton and cotton/rayon textiles; requests replies from manufacturers with price quotations c.i.f. Singapore. Lian Hin Trading Co. (importer, wholesaler, exporter, manufacturer), 297 South Bridge Rd., Singapore 1. Attn: Lam Thian. WTD 10/22/64.

SWEDEN—Terry cloth towels, all kinds. AB Robert Ditzinger (importer, retailer), Vasterlanggatan 72-74, Stockholm. WTD 10/5/64.

Cotton textiles, all kinds. Fix Trikafabriker AB (importer, manufacturer), Box 3039, Norrkoping. WTD 10/12/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

GERMANY—Colored nylon fabrics for anorak manufacturing, minimum width 48", in 1000 yd. lots per color. M. J. Emden Soehne A.G. (importer), Deichstrasse 48, Hamburg 11. WTD 11/3/64.

MALAYSIA—Synthetic fabrics; requests replies from manufacturers with price quotations c.i.f. Singapore. Direct purchase. Lian Hin Trading Co. (importer, wholesaler, exporter, manufacturer), 297 South Bridge Rd., Singapore 1. Attn: Lam Thian. WTD 10/22/64.

SWEDEN—Nylon fabrics for manufacturing women's nightgowns. AB Drangelkonfektion (importer, manufacturer), Kungsvagen 28, Rosersberg. WTD 10/21/64.

Printed nylon charmeuse, laces; all kinds. Fix Trikafabriker AB (importer, manufacturer), Box 3039, Norrkoping. WTD 10/12/64.

225 Knitting Mills, Products

SWEDEN—Hosiery for men and women. AB Loha (importer, exporter, wholesaler), Box 15131, Stockholm 15. WTD 10/5/64.

Jersey and stretch materials for women's blouses, dresses. May-Konfektion AB (manufacturer, importer), Jakobsbergsgatan 7, Stockholm.

226 Dyeing, Finishing Textiles

★★ CENTRAL AMERICA—Trade Mission

Shirtings, novelty weaves and prints. Camiseria Record, Aptdo. 583, Managua, Nicaragua. WTD 8/19/64. TM 85.

228 Yarn, Thread Mills

MOROCCO—Viscose rayon yarn, from 120 to 1600 deniers (to be presented in cones and disks up to 200 deniers, and hanks from 200 to 1600 deniers), nylon and orlon yarn, from 15 to 130 deniers in cones; cotton yarn, all sizes; unbleached and all color yarn. Quotations Casablanca. Requests replies in French; direct purchase and agency. Inter Office Marocain de Representation Serfaty & Co. (agent), 29 Rue Ibn Batouta, Casablanca. WTD 10/22/64.

229 Textile Goods

AUSTRALIA— Laces, embroideries, trimmings for use in manufacturing women's high quality lingerie. Dominant Lingerie Manufacturing Pty. Ltd. (importers, manufacturers, distributors), 118 Chapel St., Windsor, Victoria. WTD 10/23/64.

Laces, embroideries, allied lines for women's dress trade. International Laces Pty. Ltd. (importer, wholesaler, commission merchant), 419 City Rd., South Melbourne, Victoria. WTD 9/11/64.

GERMANY—Cotton waste, bleached and unbleached, from 1 yd. upwards including cotton piece goods or regular yard goods, swatches, strips, etc. for production of polishing discs. Price quotations c.i.f. Bremen. H. E. Eickelmann (manufacturer), 66 Finkenstrasse, 48 Bielefeld. WTD 10/20/64.

232 Men's, Youths', Boys' Furnishings

SOUTH AFRICA—All types of men's clothing. American Showroom (importer, retailer, wholesaler), P.O. Box 10808. Johannesburg. WTD 8/18/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's dresses; maternity dresses. AB Citymodeller (manufacturer), Box 308, Orebro. WTD 4/29/64.

234 Women's, Misses' Children's, Infants' Under Garments

SWEDEN—Women's underwear, all kinds. AB Loha (importer, exporter, wholesaler), Box 15131, Stockholm 15. WTD 10/5/64.

239 Fabricated Textile Products

AUSTRALIA—Findings, trimmings, laces, ribbons, to be used in manufacturing lingerie. Lilliput Manufacturing Co. Pty. Ltd. (importer, manufacturer, wholesaler), 579-583 Mt. Alexander Rd., Moonee Ponds, Victoria. WTD 9/18/64.

FINLAND—Polishing cloths, chamois or other types. Requests quotations from manufacturers, suppliers. If product acceptable locally, would like to act as manufacturer's exclusive sales agent. Georges Koullias (importer), Konalantie 16, Helsinki-Pitajanmaki. WTD 4/7/64.

249 Wood Products

FRANCE—Ashtrays, for desk and home; to be sold as gift articles. S.E.P.A.C.-Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

251 Household Furniture

FRANCE—Small ornamental furniture for home; to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes et Ateliers Claverie (manufacturer, importer dealer), 45 Rue du Chemin-Vert, Paris 11e. WTD 10/28/64.

264 Converted Paper, Paperboard Products

● **IRAQ**—Teleprinter paper: 4000 rolls 2 ply with carbon, width 210 mm, OD 3½", ID 1"; 2000 rolls 1 ply, width 210 mm, OD 3½", ID 1" Tender No. 57/64, bid deadline Dec. 20. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3003).

SWEDEN—Sanitary napkins for hospital uses; direct purchase and agency. Sederholm & Co. (importer, wholesaler, manufacturer, sales agent), Liljeholmsvagen 10, Stockholm 9. WTD 12/3/63.

SWITZERLAND—Self-adhesive tapes, acetate, polyester reinforced, for packaging purposes, in cuts or bulkrolls up to 40" wide. Perfecta AG (importer, distributor), Sandrainstrasse 3, 3000 Bern. WTD 2/19/64.

275 Commercial Printing

SWEDEN—Advertising articles, equipment. C. Samuelson Import (importer, wholesaler), Box 17032, Malmo 17. WTD 10/5/64.

281 Industrial Chemicals

● **BURMA**—King salt, 3000 cwt.; King cement, 3000 cwt.; magnesium chloride, 1200 drums of 1 cwt. each; magnesite cement, 1400 drums of 1 cwt, each; for use as rice mill accessories. Tender No. 31/Q-4 Machinery (23)/G-4/64-65, bid deadline Dec. 15. The Secretary, Socialist Economy Construction Committee (Central) c/o Foreign Office, Prome Rd., Rangoon.

FINLAND—Chemicals for medicinal use; direct purchase and agency; requests price lists and samples, if feasible. Tam-Trading Oy (importer), Vuorikatu 20 A, Helsinki. WTD 10/29/64.

● **IRAQ**—Supply of 20,000 kilograms of calcium carbide 50/80 M/M Mash to British Standard Specification No. 642/1935; 180 gallons of acetone conforming to British Standard Specification No. 509. Tender No. 172/64, bid deadline Dec. 10. Iraqi Ports Administration, Margil, Basra.★ (Telephone: 202-WO 7-2090).

SWEDEN—Chemicals for paper; pharmaceutical raw materials; chemicals for paint and cosmetic industries. Direct purchase and agency. AB Montoil (importer, exporter, wholesaler, sales agent), Banergatan 37, Stockholm. WTD 10/5/64.

282 Synthetic Materials

★★ CENTRAL AMERICA—Trade Mission

Plastic sheeting for counter tops. Genie Penalba, Cia., Ltda, (importer-distributor) Aptdo. 694, Managua, Nicaragua. WTD 8/14/64. TM 90.

FRANCE—Raw materials such as granulated polyvinyl chloride, polystyrene, polyethylene; wastes for regenerating. Requests replies in French. Societe Saplex (manufacturer), 68 allee Pierre Brossolette, Pavillon s/Bois (Seine). WTD 6/19/63.

IVORY COAST—Plastic sheeting in rolls, width of roll at least 4 meters (158 in.), thickness between 50 microns and 80 microns, for wrapping sheets or dried rotary-cut veneer to protect it against humidity; quantity, 2,000 yds. per month. Compagnie Industrielle du Bois (manufacturer), B.P. 813, Abidjan, Cote d'Ivoire. WTD 10/22/64.

SWEDEN—Plastic raw materials, synthetic rubber for use in cable making industry. Sieverts Kabelverk AB (importer, manufacturer, exporter), Sundbyberg. WTD 9/26/63.

283 Drugs

★★ CENTRAL AMERICA—Trade Mission

Ethical drugs, antibiotics, vitamins; wants import distributorship. Laboratory & Hospital Supply (importer), 5a. Calle No. 309, Tegucigalpa, Honduras. WTD 9/23/64. TM 93.

FINLAND—Medicines and drugs, all kinds; direct purchase and agency; requests literature, price lists and samples, if feasible. Tam-Trading Oy (importer), Vuorikatu 20 A, Helsinki. WTD 10/29/64.

● **TUNIS**—Assorted pharmaceutical and fine chemicals, laboratory reagents and tinctures, extracts and essences, totaling approx. 140 items. Quantities vary from 25 vials to 500; 25 ampoules to 100; 50 kilograms to 2000; and 100 liters to 1000. Sample products included are: hydrochloric acid, sulfuric acid, agar agar, Maygrunwald; extracts such as "Dessesartz," and eucalyptus; tinctures such as arnica, jaborandi and valeriane (Codex); 2000 kgm of castor oil; 1500 kgm of hydrochloric acid concentrated, PUP; 1000 kgm of citric acid crystals, PUP; and paper filters in assorted sizes, 100 sheets per box. Some essences to be purchased are: anis, bergamot, eucalyptus lavender and mint; plus 2000 vials of ether anesthetic and talcum powder Codex 3000 kgm. Bids should be submitted in duplicate on a cif Tunis basis, and may include whole lot or part only. Tender No. 6/1965, bid deadline Nov. 30. Pharmacie Centrale de Tunisie, 51, Ave. Charles Nicolle, El-Menzah.★ (Telephone: 202-WO 7-3394).

284 Soap, Detergents, Cleaning Preparations, Cosmetics

FINLAND—Cosmetics, all kinds; direct purchase and agency; requests literature, price lists and samples, if feasible. Tam-Trading Oy (importer), Vuorikatu 20 A, Helsinki. WTD 10/29/64.

SOUTH AFRICA—Cosmetic bulk material, perfume essences, including puffs, brushes, cosmetic pencils. Manel Distributors (Pty) Ltd. (manufacturer, distributor), P.O. Box 10988, Johannesburg. WTD 8/12/64.

SWEDEN—Toiletries, cosmetic articles; direct purchase and agency. Sederholm & Co. (importer, wholesaler, manufacturer, sales agent), Liljeholmsvagen 10, Stockholm 9. WTD 11/3/63.

291 Petroleum Refining

● **URUGUAY**—Crude oil, 3-year supply with option of fourth year for The State Oil Refining Monopoly; approx. value $40 million. Bid opening Jan. 13, "Licitacion Publica No. 5.454." Bid specification available for 100 pesos from Office of Purchases. The State Oil Refining Monopoly, Second Floor, Paysandu Y Avenida Agracida, Montevideo.

295 Paving, Roofing Materials

AUSTRALIA—Insulating siding of various

materials, suitable to Australian conditions and building regulations, to include products of bitumen, i.e. asphalt, exterior and pressed fiber board interior, aluminum backing and asphalt facing with pressed granulations of sand or granite chips. Mala Homes Pty. Ltd. (retailer), 280 Parramatta Rd., Granville, N.S.W. WTD 10/29/64.

Brick and asphalt sidings. Exportlane Pty. Ltd. (importer, exporter, agent), 333 George St., Box 4354, G.P.O., Sydney. WTD 11/4/64.

● **PAKISTAN**—Bituminous straight run asphalt; 2500 l.t. Tender No. S-6/129/BIT/64-65, bid deadline 10 A.M. Dec. 10. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Montijheel Commercial Area, Dacca—2.★ (Telephone: 202-WO 7-3601).

306 Fabricated Rubber Products

SWEDEN—Laboratory sundries for hospital uses; thermometers, cans, spatulas; direct purchase and agency. Axel Kistner AB (importer, wholesaler, exporter, manufacturer, sales agent), Lastmakaregatan 22-24, Stockholm 1. WTD 10/19/64.

Rubber for use in cable working industry. Sieverts Kabelverk AB (importer, manufacturer, exporter), Sundbyberg. WTD 9/26/63.

307 Plastics Products

FRANCE—Plastic tableware and kitchenware, modern design, to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

Plastic housewares. Requests replies in French. Societe Saplex (manufacturer), 68 allee Pierre Brossolette, Pavillon s/Bois (Seine), France. WTD 6/19/63.

SOUTH AFRICA—Plastic bottles and jars of artistic design, caps and closures. Manel Distributors (Pty) Ltd. (manufacturer, distributor), P.O. Box 10988, Johannesburg. WTD 8/12/64.

311 Leather Tanning, Finishing

DENMARK—Suede, Cabretta Nappa leather, laminated fabrics with knitwear base for leather sportwear. Dansk Herrekonfektion (manufacturer), 90 Grejsdals Landevej, Vejle. WTD 11/2/64.

314 Footwear, Except Rubber

SOUTH AFRICA—Men's footwear; all kinds. American Showroom (importer, retailer, wholesaler), P.O. Box 10808, Johannesburg. WTD 8/18/64.

317 Handbags, Personal Leather Goods

FRANCE—Jewelry cases, fancy patterns; to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

319 Leather Goods

FRANCE—Leather desk articles, to be sold as gift items. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

322 Glass, Glassware

FRANCE—Ornamental glass tableware, to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

SOUTH AFRICA—Glass bottles and jars of artistic design, caps and closure. Manel Distributors (Pty) Ltd. (manufacturer, distributor), P.O. Box 10988, Johannesburg. WTD 8/12/64.

326 Pottery

FRANCE—Household tableware, china or earthenware; to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

● **BURMA**—Emery grains (drum type), Nos. 16-1, 18, and 20—1000, 2000, and 2000 bags, respectively; silicon carbide, grit sizes 16"RA" and 20"RA"—700 and 1200 bags, respectively; carborondum, Nos. 16, 18, and 20—100, 200, and 1000 cwt., respectively; stone dresser wheel—3000 dozens. Tender No. 5/Machinery (23)/G-4, bid deadline Dec. 18, Secretary, Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2690).

● Steam packing ¼" to 1½", 14,500 lb.; sheet packing (red jointing) 1/16" to 1", 15,450 lb. Tender No. 8/Machinery (23) G-4 (64-65), bid deadline Dec. 21. Secretary (4), Socialist Economy Construction Committee (Central) c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2684).

SWEDEN—Abrasive cloth and paper, abrasive grain, grinding wheels. AB Landelius & Bjorklund (importer, wholesaler, sales agent), P.O. Box 12119, Stockholm 12. WTD 10/5/64.

331 Steel Mill Products

● **BURMA**—Angles: 1840 ft. 1" x 1" x ⅛"; 1840 ft. 2" x 2" x ¼" and 1840 ft. 1½" x 1½" x ¼". Round bars: 20,810 ft. 3/16" to 4" dia. Flat bars: 12,690 ft. ⅛" to ⅜" thk. x 1¼" to 2" wide. Sheets, 72" x 36": 46 pcs. 22 BG; 46 pcs. 16 BG and 46 pcs. 10 BG. Plates: 46 pcs. 72" x 36" x 3/16" and 46 pcs. 72" x 24" x ¼". Tender No. 3/CS/64-65/TRAD, bid deadline Dec. 11. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Expanded metal sheets 12' x 8' of B. S. 405-1945 or equivalent: 250 sheets ⅛" x ⅛" x ¾" mesh; 500 sheets ⅛" x ⅛" x 1 mesh and 500 sheets 3/16" x ⅛" x 1½" mesh. Welded mesh square, mild steel galv. 8' x 12': 2840 panels 3" x 3" x 10 x 10 SWG; 6350 panels 2" x 2" x 8 x 8 SWG; 55,000 panels 2" x 2" x 10 x 10 SWG; 4000 panels 2" x 2" x 13 x 13 SWG and 2000 panels 1" x 1" x 13 x 13 SWG. Tender No. 22/CS/64-65/TRAD, bid deadline Dec. 14. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Galv. wire strand for stay and fencing in coils of 112 lbs: 50 cwt. 7 ply x 10 SWG; 250 cwt. 7 ply x 16 SWG and 250 cwt. 7 ply x 18 SWG. Galv. wire seizing in coils of 28 lbs: 420 cwt. 7 ply x 10 SWG; 20 cwt. 7 ply x 13 SWG; 420 cwt. 7 ply x 16 SWG; 30 cwt. 7 ply x 18 SWG and 30 cwt. 7 ply x 20 SWG. Tender No. 20/CS/64-65/TRAD, bid deadline Dec. 14. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Galv. sheets: 465 tons 30 BG x 3' x 6'; 465 tons 30 BG x 3' x 7' and 230 tons 30 BG x 3' x 8'. Tender No. 19/CS/64-65/TRAD, bid deadline Dec. 14. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—200 meters each of 8" and 6" nominal dia. mild steel pipe, wall thk. 1/16". Tender No. 809 Beas/PR/51149/N-73, bid deadline Dec. 2. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Distt. Hoshiarpur. Tender documents available, free of charge, from India Supply Mission (Ref. D/ENQ/1365), Washington, D.C. 20008.

● **IRAQ**—Pipe, fittings and valves: 25,200 ft. of 8" nominal dia. steel pipe, black, seamless, Schedule 40, wall thk. 0.322"; 15-8" nominal dia. bends; 5-8" x 6" reducers; 1-8" tee and 5-6" valves. Tender No. Tawzee 43/1964, bid deadline Dec. 13. Administration of Distribution of Oil Products, (Stores & Purchases Dept.), P.O. Box 302, Baghdad.★ (Telephone: 202-WO 7-2363).

● Galv. welded water pipe: sizes ½", ¾", 1", 1¼", 1½", and 2". Required: 1000 pcs. each size, 20 ft. long. Tender No. 166/64, bid deadline, Dec. 10. Iraqi Ports Administration, Margil, Basra.★ (Telephone: 202-WO 7-2363).

● **PAKISTAN**—Galv. wire: 10 long tons 10 SWG; 10 tons 8 SWG and 5 tons 6 SWG. Galv. stranded wire: 20 tons 7/12 SWG and 20 tons 7/10 SWG. Tender No. ELEC/P-2/84/64, bid deadline Nov. 30. The Director of Purchase, East Pakistan Water & Power Development Authority, Wapda Bldg., Motipheel, Dacca-2.★ (Telephone: 202-WO 7-2363).

● **URUGUAY**—Galv. steel cable: 40 meters of 7 strands of 2 mm. dia. galv. steel wire; 120 meters of 7 strands of 2.5 mm. dia. and 50 meters of 7 strands of 3 mm. diam. Tender No. 5578/64, bid deadline Dec. 16. Administracion General de las Usinas Electricas y Telefonos del Estado, Montevideo. Copies of the tender documents may be obtained from Embassy of Uruguay, Washington, D.C.

333 Primary Smelting, Refining of Nonferrous Metals

● **INDIA**—Tin ingot 170 m.t., Sn. 99.75 to I.S. 26/1956. Tender No. P/SR5/2022/010A/I, bid deadline Dec. 3. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available India Supply Mission, Ref.: D/ENQ/1372, 2536 Massachusetts Ave. NW., Washington, D.C.

SWEDEN—Copper, lead, tin, refined; for use in cable industry. Sieverts Kabelverk AB (importer, manufacturer, exporter), Sundbyberg. WTD 9/26/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **GREECE**—Aluminum conductor steel reinforced, ACSR, 1,800 kilometers, Grossbeak type. Bid deadline Dec. 29, Tender No. DMPM-226 Public Power Corp. (PPC), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2181).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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336 Nonferrous Foundries

SWEDEN—Hospital utensils, all kinds; direct purchase and agency. Axel Kistner AB (importer, wholesaler, exporter), Lastmakargatan 22-24, Stockholm 1. WTD 10/19/64.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Hand tools, hardware, housewares, to complement existing U.S. and foreign lines; direct purchase and agency. E. H. Collis Pty. Ltd. (importer, wholesaler, manufacturers' representative), 208 Little Lonsdale St., Melbourne, C.1., Victoria. WTD 10/9/64.

SOUTHWEST AFRICA—Household hardware, kitchenware, kitchen tools and aids. Requests replies from manufacturers only. M. Pupkewitz & Sons (Pty.) Ltd. (importintg distributor), P.O. Box 140, Windhoek. WTD 3/2/64.

SWEDEN—Tools, equipment for automobile repair, workshops, garages. Von Kauffman & Co. AB (importer, wholesaler, sales agent), Vattugatan 7, Stockholm C. WTD 10/23/64.

345 Screw Machine Products

● **BURMA**—Wrought steel tower bolts, 3" to 18" in various quantities. Tender No. 21/CS/64-65/TRAD, bid deadline Jan. 14. People's Stores Corp. (Construction Stores Division), 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Bolts and nuts, various sizes and quantities of wood screws, bolts and rivets. Tender No. 5/CS/64-65/DEF, bid deadline Jan. 11. People's Stores Corp. (Construction Stores Division) 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

SWEDEN—Hospital utensils, porcelain enameled; direct purchase and agency. Axel Kistner AB (importer, wholesaler, exporter, manufacturer), Lastmakargatan 22-24, Stockholm 1. WTD 10/19/64.

348 Fabricated Wire Products

FINLAND—Cable ties, clips and related items, direct purchase and agency; requests descriptive literature, price lists. Insinooritoimisto Sahkotyo Oy (importer, wholesaler), Hameenkatu 28, Tampere 3. WTD 10/28/64.

349 Fabricated Metal Products

NORWAY—Steel rails and corner beads for plaster board walls; also steel door frames. Den Norske Gipsplatefabrikk A/S (manufacturer), Torkop, Drammen. WTD 10/26/64.

351 Engines, Turbines

MALAYSIA—Vertical mounted and horizontal mounted diesel engines complete with duty oil bath, air cleaner, lube oil filter, lube oil cleaner, fuel filter, water outlet and thermostat, exhaust manifold, tachometer, mechanical governor, fuel oil transfer pump, engine water circulating pump, instrument panel with instrument, electrical starter and generator, lube oil sump tank and 2:1 reduction gear with gear box, 200 to 250 hp., revolution 1750 to 1800 per minute. Malaysia Engineering & General Trading Co. Ltd. (importer, retailer, wholesaler), 1 Brewster Rd., Ipoh. WTD 8/13/64.

352 Farm Machinery

● **PAKISTAN**—Two pull tankers, approx. 4000 gallons per unit with power spray pump and rubber tired wheel mounted tanker pulled by a prime mover plus 2 extra power spray pump units. Similar or equal to Klein-Pull Tanker, Model KT-40-LWD. Tender No. IDA/BRB/39/2, bid deadline Dec. 21. Director of Purchase, East Pakistan Water & Power Development Authority, Epwapda Bldg., Motijheel, Dacca-2.★ (Telephone: 202-WO 7-4319).

SOUTH AFRICA—All types of agricultural spray equipment. Multispray (Pty) Ltd. (importer, exporter, manufacturer, retailer), P.O. Box 50, Halfway House—Transvaal. WTD 8/13/64.

Incubator—farm equipment, thermostats and thermometer. John F. Marshall (Pty) Ltd. (importer, exporter, manufacturer, wholesaler), P.O. Box 2062, Johannesburg. WTD 10/21/64.

353 Construction, Mining, Material Handling Equipment

FINLAND—Tools, scientific machinery, equipment; light electrical machinery, equipment (particularly those used in construction operations); cleaning machines. Requests descriptive literature, price lists; direct purchase and agency. T:mi Instek (importer, wholesaler), Hameentie 4 A, P.O. Box 3125, Helsinki. WTD 7/17/64.

● **IRAQ**—One stationary type asphalt-bituminous batch plant, minimum 40 TPH capacity, and accessory equipment. Spare parts recommended not to exceed 10% of total cost installation. Tender No. 405, bid deadline Dec. 27. Amanat Al-Asima, Ministry of Municipal & Rural Affairs, Baghdad. Terms and specifications available from Amanat Al-Asima, Baghdad, upon payment of ID 12 ($33.60) plus 90¢ air mailing charges.★ (Telephone: 202-WO 7-4319).

SOUTH AFRICA—Underground mining loaders and scrappers. Ferguson Industrial Equipment Co. (Pty) Ltd. (importer, exporter, retailer), P.O. Box 7152, Johannesburg. WTD 7/22/64.

● **THAILAND**—Supply of one semi-automatic railway tie adzing and drilling machine; spare parts for two years' service. Tender No. 07459, bid deadline Dec. 1. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-4816).

● Supply of 10 sets electric hand ballast tamping machines. Tender No. 07465, deadline Dec. 8. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-4816).

UGANDA—Electric hoist with built-in electric drive suitable for 415 v., 3-phase, 50 cycle A.C. supply; capacity—one quarter of a ton. Requests technical data, price and delivery date. Agricultural Eenterprises Ltd. (grower, manufacturer), P.O. Box 3420, Kampala. Attn: R. B. Dancy, Executive Engineer. WTD 9/29/64.

● Four, 5-ton electric jib cranes. No bid deadline specified. Specifications available from: Overseas Purchasing Division, East African Railways & Harbours, at any of the following addresses: P.O. Box 9061, Dar es Salaam, United Republic of Tanganyika & Zanzibar; P.O. Box 30540, Nairobi, Kenya; P.O. Box 952, Kampala, Uganda.

354 Metalworking Machinery

FINLAND—Tools, scientific machinery, equipment; light electrical machinery, equipment (particularly those used in construction operations); cleaning machines. Requests descriptive literature, price lists; direct purchase and agency. T:mi Instek (importer, wholesaler), Hameentie 4 A, P.O. Box 3125, Helsinki. WTD 7/17/64.

NORWAY—Saw for cutting aluminum plates of thickness up to ¾" (20 mm). Saw should have hydraulic feeding of saw blade and horizontal movement of blade should be minimum 1000 millimeters to permit cutting of aluminum sheet in one operation; adjustment should ensure great accuracy in cutting; table should be large enough to handle plates 1 x 2 meters. Ingenior Rolf Ronneberg (importing wholesaler, manufacturers' agent), 51 B Bygdoy Alle, Oslo. WTD 10/26/64.

SWEDEN—Machine tools, all kinds. AB Landelius & Bjorklund (importer, wholesaler, sales agent), P.O. Box 12119, Stockholm 12. WTD 10/5/64.

UGANDA—One heavy duty, horizontal milling machine with geared dividing head, capable of rotating work piece to mill 1¼ spirals in a length of 24", dividing head should have hollow spindle to accept 2½" diameter shaft, and be provided with a self centering precision chuck and steady, capable of accepting a 2½" diameter shaft, bed should be approx. 4' long, provided with a built-in electric drive, suitable for 415 v., 3-phase, 50 cycle a.c. current; one heavy duty screw cutting center lathe, minimum distance between centers 54", minimum height of centers 7½"; heavy duty saddle, self centering precision chuck, hollow spindle, minimum bore 2¾" stationery steady, set of lathe tools, to be provided with built-in electric drive suitable for 415 v., 3-phase, 50 cycle a.c. current; one bench type drilling machine, capacity ⅝", provided with built-in electric drive suitable for above current; universal tool grinder, for grinding milling cutters, lathe tools, twist drills in connection with items listed above, all equipment should be designed to operate on 415 v., 3-phase, 50 cycle a.c. current; requests technical data, price quotations and delivery dates. Mr. R. B. Dancy, Agricultural Enterprises Ltd. (grower, manufacturer), P.O. Box 3420, Kampala. WTD 9/29/64.

355 Special Industry Machinery

AUSTRALIA—Overwrapping machinery—must be capable of wrapping bread loaves which range from 9 to 18" in length, 4 to 6" in height and 4 to 5" in width; must be able to wrap with cellophane and wax paper. Brown & Kidd Pty. Ltd. (importer, exporter, manufacturer), 147 New Canterbury Rd., Petersham, N.S.W. WTD 3/9/64.

Core winding machine for manufacturing cricket balls, must be capable of winding them one at a time in a basket-weave wind, 100 to 500 winds per ball. The core of the ball is solid, of rubber and cork composition, and will vary in diameter between 2⅜ and 2⅝ inches. A fine worsted yarn is used in winding, 3/10 in size (equivalent in size to 6 cord sewing thread). It is put on wet under tension, which will need to be varied. Suggested speed of machine would range between 200 and 500 revolutions per minute. Mr. P. Wigens, Stokes McGown Pty. Ltd., 22 Nelson St., Sans Souci, N.S.W. WTD 1/11/62.

★★ **CENTRAL AMERICA—Trade Mission**

Offset and printing presses for textbooks; interested in 3 year credit. Imprenta Lopez y Cia. (printer), 6a. Calle No. 1112, Tegucigalpa, Honduras. WTD 9/19/64. TM 91.

Woodworking machinery to manufacture ice cream sticks, tongue depressors, toothpicks. Honduras Fosforera, S.A. (match factory), Aptdo. 424, Tegucigalpa, Honduras. WTD 9/10/64. TM 92.

Packaging machinery for sealing tablets in cellophane strip, cutting units of 3 to 4 tablets and heat crimping into a printed paper cover. Laboratories Rarpe, S.A., Aptdo. 231, Managua, Nicaragua. WTD 8/21/64. TM 87.

Rewinder for polyethylene fine tubing, 2mm to 5mm diameters, capacity, 10 lb. per hour;

used polystyrene injection molding machine, 5 to 10 oz.; molds for barrel of ball point pens, used preferred, multi-cavity. William Arguello Tefel (retailer, importer), Aptdo. 1785, Managua, Nicaragua. WTD 10/7/63.

Corn and wheat grinding mills; fine powder mills for minerals; mixers for mixing powdered cereals; automatic bag packers, 100 lb. for dry milled products; liquid canning machinery, automatic, capacity 500 liters per day, sizes ⅛ liter to 1 gallon; prices fob & cif Corinto, credit desired. Humberto Collado O. & Cia. Ltda. (import distributor), Aptdo. 893, Managua, Nicaragua. WTD 8/14/64. TM 89.

Glass polishing equipment, glass mitering machine. Biseladora Industrial, Costa Sur Instituto Ramirez Goyena No. 704, Managua, Nicaragua. WTD 8/19/64. TM 100.

FRANCE—Plastic processing machinery, medium-duty, operated on electric current (a.c., 50 cycles, 220/380 v.), such as plastic injection molding machines designed for transformation of plastic products—polyethylene and other categories. Requests replies in French, price lists, descriptive literature from manufacturers only. Moulages Industriels du Midi (manufacturer), 24 Blvd. Carnot, Toulouse, Haute-Garonne. WTD 11/3/64.

GERMANY—Thawing equipment for frozen food; requests price quotations cif European ports, in German. Paul Sperfeld KG., 151 Friedrich-Engels-Allee, 56 Wuppertal-Barmen. WTD 10/28/64.

HONG KONG—Knitting machinery for woolens, shuttleless looms, machinery producing non-woven fabrics. Requests replies from manufacturers, suppliers. Oriental Pacific Mills, Ltd. (manufacturer), 933-935 Man Yee Bldg., Hong Kong. Cable: WOOLYARN, Hong Kong. WTD 2/15/63.

IRAN—Machinery for heating cloth which recieves resin finishing; equipment for polyester fiber, with an annual loading capacity of 90 million meters. Sherkat Sahami Nassadji Mazandaran (an affiliate of Plan Organization), Shahi.

● **IRAQ**—Supply, design, construction of one complete turnkey lubricating oil plant at Daura Refinery, capacity 36,000 m.t. per year of complete range of high quality lubricating oils, together with waxes and asphalt. Contract No. 1/64 Planning, bids close March 4, 1965. Three sets of tenders may be obtained for $70 total from the Oil Planning & Construction Administration, Ministry of Oil, Baghdad, or the Embassies of the Republic of Iraq in Washington, London, Bonn, Rome, Paris and Tokyo.

NORWAY—Bottle blowing machines for mass production of plastic bottles up to size of one quart. A/S Moss Glassverk (manufacturer), Helgerodsgate 10, Moss. WTD 4/14/64.

SOUTH AFRICA—Mixers: fertilizer in granular and powder form, also for mixing trace elements into fertilizer; capacities: 5 to 15 tons per day. Bredasdorp-Napierse Kooperasie Beperk (importing distributor), P.O. Box 58, Bredasdorp, Cape Province. WTD 10/28/64.

SWEDEN—Forestry machinery; motor chain saws. G. S. Arph (importer, wholesaler, sales agent), Strandvagen 57, Stockholm. WTD 9/24/64.

Packaging machines and apparatus. C. Samuelson Import (importer, wholesaler), Box 17032, Malmo 17. WTD 10/5/64.

Machinery and equipment for cable and capacitor industries. Sieverts Kabelverk (importer, manufacturer, exporter), Sundbyberg. WTD 9/26/63.

● **TUNIS**—10 continuous steam-cookers, one ton per hour capacity, for preparing sardines; and 20 autoclaves. No bid deadline specified. Office National des Peches, 26 Avenue de Paris.

VENEZUELA—Stainless steel tanks and equipment for dairy and foods industries. Direct purchase and sales agency. Casa del Lechero S.A. (importer, distributor), Aptdo. 6489, Edificio Roseta, Ave. Universitaria, Los Chaguaramos, Caracas. WTD 9/9/64.

356 General Industrial Machinery

● **INDIA**—One heavy duty reciprocating pump, 100 liters per minute capacity complete with valves and piping. Tender No. Project/2228/029A/Sharavathi/Testing Pump/IV, bid deadline Dec. 8. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. Tenders available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, (Ref. I.S.M. Ref: No. D/Enq/1352).★ (Telephone: 202-WO 7-5589).

SOUTH AFRICA—Low pressure, high conveyor compressor. Ferguson Industrial Equipment Co. (Pty) Ltd. (importer, exporter, retailer), P.O. Box 7152, Johannesburg. WTD 7/22/64.

SWEDEN—High quality air tackers of heavy duty type, tack hammers, pliers, desk fasteners, pedal staplers. Staplex, Reftele. WTD 11/2/64.

UAR—Water desalting equipment. The Egyptian General Organization for Tourism & Hotels (government agency), Semiramis Hotel Bldg., Cairo.

357 Office, Computing, Accounting Machines

★★ CENTRAL AMERICA—Trade Mission

Office computing and accounting machines, other types of office equipment, except furniture. Roberto Teran, G. (wholesaler, retailer), Aptdo. 689, Managua, Nicaragua. WTD 8/13/64. TM 97.

FINLAND—Computer components. Requests descriptive literature, price lists. Insinooritoimisto Sahkotyo Oy (importer, wholesaler), Hameenkatu 28, Tampere. WTD 10/28/64.

VENEZUELA—Mimeograph machines; direct purchase and agency; requests replies in Spanish. Tipografia La Bodoniana, C.A. (printing shop), Canonigos a San Ramon 18-D, San Jose, Caracas. WTD 10/19/64.

358 Service Industry Machines

AUSTRALIA—Electronic, electric & pneumatic control equipment for air conditioning, refrigeration & heating industries; ancillary equipment for use in these industries such as condensing units, line fittings, thermostats; direct purchase and agency. Industrial Controls Pty. Ltd. (manufacturer, importer), Box 94, P.O. Petersham, N.S.W. WTD 2/28/64.

★★ CENTRAL AMERICA—Trade Mission

Modern house fumigation equipment, cleaning and waxing equipment for floors and walls. Empresa Tecnica de Control de Insectos y Servicios de Limpieza, Barrio El Guanacaste No. 1535, Tegucigalpa, Honduras. WTD 9/23/64. TM 94.

FINLAND—Tools, scientific machinery, equipment; light electrical machinery, equipment (particularly those used in construction operations); cleaning machines. Requests descriptive literature, price lists. Direct purchase and agency. T:mi Instek (importer, wholesaler), Hameentie 4A, P.O. Box 3125, Helsinki. WTD 7/17/64.

GERMANY—Coolers, air-conditioning units, for morgues; air humidifiers for florists (for use in flower storage containers; ice cube makers; requests price quotations cif European ports; requests replies in Germany. Paul Sperfeld KG. (importer, wholesaler, distributor), 151 Friedrich-Engels-Allee, 56 Wuppertal-Barmen. WTD 10/28/64.

359 Machinery

ISRAEL—Flexible metal hose for steam at pressures up to 2000 lb./sq. in. and temperatures up to 400 C., sizes ⅜" to 6". Direct purchase and exclusive agency. Zvi Blass Co. Ltd. (importer, distributor), 39 Peretz St., Tel Aviv. WTD 10/21/64.

361 Electric Transmission, Distribution Equipment

● **INDIA**—Supply and erection of 25 kv overhead traction equipment, switching stations and booster transformer stations. Tender No. 304, bid deadline Jan. 8. Tender documents are available from the General Manager & Chief Engineer, Railway Electrification 1, A Charyya Jagadish Base Rd., Calcutta—20, upon payment of $21 per copy. Tender fee not refundable.★ (Telephone: 202-WO 7-4242).

IRAQ—Tube checkers, VOM vacuum tube and value voltmeters, audio generators, rejuvenators, oscilloscopes, converters, adapters. Mumtaz Ayoub Attisha (engineer), 256A/1 Rashid St., Ras al-Qarya, Baghdad. WTD 10/28/64.

● Supply of 600 50-amp. airbreak circuit breakers. Tender No. 39, bid deadline Dec. 1. Terms and specifications from the Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad upon payment of $2.80 per copy. A copy of the specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

MALAYSIA—Electronic test equipment for radio and TV; requests replies from manufacturers with price quotations cif Singapore. Lian Hin Trading Co. (importer, wholesaler, exporter, manufacturer), 297 South Bridge Rd., Singapore 1. Attn: Lam Thian. WTD 10/22/64.

SOUTH AFRICA—All types of electrical testing and measuring instruments; direct purchase and agency. Peter Rothenberg (Pty) Ltd. (manufacturer, importer, exporter, retailer), P.O. Box 2471, Johannesburg. WTD 6/23/64.

SWEDEN—Circuit breakers for high tension under 60 W; circuit breakers built on reed switches, direct purchase and agency. AB Frili (importer, wholesaler, exporter, manufacturer, sales agent), Industrivagen 6, Solna. WTD 10/16/64.

362 Electrical Industrial Apparatus

FINLAND—Electric motors for Finnish-made hydraulic equipment; particularly interested in 5 and 10 hp. AC, 60 cycle motors. Jamsan Konepaja ja Valimo Oy (manufacturer), Aniankatu 1, Lahti. WTD 10/26/64.

Variable speed electric motors; direct purchase and agency; requests descriptive literature, price lists. Insinooritoimisto Sahkotyo Oy (importer, wholesaler), Hameenkatu 28, Tampere 3. WTD 10/28/64.

● **IRAQ**—Supply of two diesel generator sets, 250 kw, 3 phase, 50 cycle, 440 v. with auxiliary equipment. Tender No. 45/64, bids close Dec. 12. Government Oil Refineries Administration (GORA) Baghdad.★

● **TURKEY**—Supply of eight complete marine diesel-generator sets complete with foun-

dations, 35 kw, 231/400 v., 3 phase, 50 cycle, 1500 rpm together with automatic switch, generator control panel and spare parts. Specification No. 6044/6981.1-61-64.1, bids close Dec. 1. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi, Ankara. Specifications are available from Modern Tercume Burosu, Menekse Sokak 20/7, Ankara, for $7.25. One copy of specifications is available for review only in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

UGANDA—One electric welding transformer for welding with stainless steel rods up to ⅛" diameter; suitable for 415 v., 3-phase, 50 cycle A.C. supply. Requests technical data, price and delivery date. Agricultural Enterprises Ltd. (manufacturer), P.O. Box 3420, Kampala. Attn: R. B. Dancy, Executive Engineer. WTD 9/29/64.

363 Household Appliances

ISRAEL—Electric space heaters with blowers for home and office use, should be 220 V. 50 cycle A.C.; requests catalogs, price lists. Direct purchase and exclusive agency. G.S.K.O. Marketing Co. Ltd. (importer, distributor), 70 Levinsky St., Tel Aviv. WTD 9/15/64.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply of 1500 iron clad switches and an assortment of thermoplastic switches, lampholder adaptors, sockets and plugs. Tender No. 25/EL/(CP)/64-65, bid deadline Dec. 18. The Secretary (4) Electrical Stores Corp., People's Stores Corp., c/o Foreign Officer, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

FRANCE—Small lamps for home decoration; to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

365 Radio, Television Receiving Sets

ISRAEL—Home radio and TV sets, console and portable; requests price lists and catalogs. Direct purchase, exclusive agency. G.S.K.O. Marketing Co. Ltd. (importer, distributor), 70 Levinsky St., Tel Aviv. WTD 9/15/64.

366 Communication Equipment

AUSTRALIA—Electronic staff location system which is highly developed technically, for integration with other electronic intercommunication systems. Brown & Watson Ltd. (importer, distributor, manufacturers' representative), 281 Latrobe St., Melbourne, Victoria. WTD 9/18/64.

● **IRAQ**—Supply of 10 page printers, 11 automatic transmitters, 8 keyboard perforators. Tender No. 58/64, bid deadline Dec. 20. Central Foreign Purchasing Board, Minister of Finance, Baghdad.★ (Telephone: 202-WO 7-4823).

● **IRELAND**—Supply of 3 private automatic branch exchanges. Bid deadline Dec. 4. Chief Engineer, Dept. of Transport & Power Supply & Installation, Leitrim House, Dublin 2.★ (Telephone: 202-WO 7-4823).

VENEZUELA—Radio control equipment for model aircrafts; requests replies in Spanish. Hobby Center C.A. (importer, distributor), Calle Union, Edificio Don Laureano, Local 1, Sabana Grande, Caracas. WTD 10/19/64.

367 Electronic Components, Accessories

SWEDEN—Electronic apparatus, all kinds, requests replies from manufacturers; direct purchase and agency. AB Frili (importer, wholesaler, exporter, manufacturer, sales agent), Industrivagen 6, Solna. WTD 10/16/64.

Electronic measuring instruments, components; lasers and integrated circuits. Direct purchase and agency. Civ. Robert E. O. Olsson (importer, sales agent), Tradgardsgatan 7, Motala. WTD 10/5/64.

VENEZUELA—Industrial control equipment, electronic. Telecomunicaciones y Controles C.A. (TELCON C.A.) (importer, distributor), Aptdo. 4013, Chacao, Edificio Arisan, Ave. Francisco de Miranda, Chacaito, Caracas. WTD 10/19/64 .

371 Motor Vehicles, Motor Vehicle Equipment

SOUTH AFRICA—All types of automotive repair and replacement parts. Modern Auto Supplies (Pty) Ltd. (importer, wholesaler), P.O. Box 8191, Johannesburg. WTD 8/9/64.

SWEDEN—Motor vehicle equipment such as hydraulic brakes, clutches, brake fluid, muffler; direct purchase and agency. Auto-Products AB (importer, wholesaler, exporter, manufacturer, sales agent), Linnegatan 18, Stockholm. WTD 10/16/64.

Automobile accessories, spare parts, jacks. Von Kauffman & Co. AB (importer, wholesaler, sales agent), Vallingatan 7, Stockholm C. WTD 10/23/64.

Amphibian vehicles, snow scooters. G. S. Arph (importer, wholesaler, sales agent), Strandvagen 57, Stockholm. WTD 9/24/64.

372 Aircraft, Parts

SWEDEN—Aircraft engines, jet engines, helicopters, propellers. Auto-Products AB (importer, wholesaler, exporter, manufacturer, sales agent), Linnegatan 18, Stockholm. WTD 10/16/64.

Hydrocopters. G. S. Arph (importer, wholesaler, sales agent), Strandvagen 57, Stockholm. WTD 9/24/64.

373 Ship Building, Repairing

AUSTRALIA—Power cruisers 28 ft. and up incorporating latest design features and materials. Some of the latest fiber glass or aluminum designs would be of interest. Mr. H. Cawte, Leo Rogaly & Lewis Pty. Ltd. (importer), Box 2620, G.P.O., Sydney, N.S.W. WTD 10/23/64.

Boats and accessories, outbord motors, marine products. G. S. Arph (importer, wholesaler, sales agent), Strandvagen 57, Stockholm. WTD 9/24/64.

URUGUAY—Liberty-type ship, one, from 10 to 12 thousand tons of cargo, with both refrigerated and general cargo holds; minimum capacity of refrigerated hold 1,000 tons; requests replies in Spanish. Manuel Giraz S.A. (freight & storage co.), Calle Gil 839, Montevideo. WTD 9/23/64.

SWEDEN—Pleasure boats of all kinds, boat motors, boat accessories. Motorfirma Rob. Liljegren (importer, distributor, sales agent), P.O. Box 119, Karlstad. WTD 8/31/64.

381 Engineering, Laboratory, Scientific, Research Instruments

FINLAND—Industrial and construction industry instruments. Requests descriptive literature, price lists. Direct purchase and agency. T:mi Instek (importer, wholesaler), Hameentie 4A, P.O. Box 3125, Helsinki. WTD 7/17/64.

NORWAY—Radiation detection instruments for laboratory use, laboratory monitors, spectrometers, multi-channel analyzers, Tri-carb counters, sample changers, GM tubes, photomultipliers, scintillators, semiconductor detectors, neutron generators, manipulators. Requests replies from manufacturers only; direct purchase and agency. Solberg & Andersen A/S (importing distributor), 5 Hansteensgate, Oslo. WTD 10/21/64.

VENEZUELA—Electronic laboratory equipment for physics, chemistry, biology and medicine, or same with electronic parts. Telecomunicaciones y Controles C. A. (Telcon C. A.) (importer, distributor), Aptdo. 4013, Chacao, Edificio Arisan, Ave. Fco. de Miranda, Chacaito, Caracas. WTD 10/19/64.

384 Surgical, Dental, Medical Instruments, Supplies

★★ CENTRAL AMERICA—Trade Mission

Surgical type corsets; requests replies in Spanish. Corseteria Marlon (manufacturer), 513 Segunda Avenida S. O., Managua, Nicaragua. WTD 8/14/64. TM 96.

FRANCE—Medical, surgical instruments; equipment, supplies for hospitals and clinics. Le Materiel Radiologique (importer, dealer), 137 Rue de Vaugirard, Paris 15e. WTD 10/28/64.

● **NEW ZEALAND**—Supply of 60 dental foot engines, complete, finished in black enamel and chromium plate. Tender No. 1/12/250, bid deadline Dec. 1. The Director General of Health, P.O. Box 5013, Wellington. Copies of tender terms and specifications available from New Zealand Senior Trade Commissioner in the U.S., 1145 19th St. NW., Washington, D.C. 20036.

● Supply of 100 portable electric dental units including pedestal, base, electric engine, foot control, and three section all cord arm complete with wrist and slip joint. Tender No. 8/12/251, bid deadline Dec. 8. The Director General of Health, P.O. Box 5013, Wellington. Copies of tender terms and specifications available from New Zealand Senior Trade Commissioner in the U.S., 1145 19th St. NW., Washington, D.C. 20036.

SWEDEN—Bandages, surgical rubbergoods, thermometers; direct purchase and agency. Sederholm & Co. (importer, wholesaler, manufacturer, sales agent), Liljeholmsvagen 10, Stockholm 9. WTD 12/3/63.

386 Photographic Equipment

FINLAND—Photo setting machines for use in graphics and new products in graphic equipment line, direct purchase and agency. Requests descriptive literature and price lists. Insinooritoimisto Sahkotyo Oy (importer, wholesaler), Hameenkatu 28, Tampere 3. WTD 10/28/64.

387 Watches, Clocks

AUSTRALIA—Watches, clocks; direct purchase and agency. Leo Hemingway & Sons Pty. Ltd. (importer, wholesaler), 330 Sydney Rd., Brunswick, Victoria. WTD 10/16/64.

391 Jewelery, Silverware, Plated Ware

AUSTRALIA—Cutlery, silverware, toilet ware; direct purchase and agency. Leo Hemingway & Sons Pty. Ltd. (importer, wholesaler), 330 Sydney Rd., Brunswick, Victoria. WTD 10/16/64.

FRANCE—Stainless or silver plated flatware, to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

393 Musical Instruments, Parts

GERMANY—Electric guitars; requests replies from manufacturers only; exclusive sales representation desired. Price quotations fob New York or cif Hamburg. Scandalli-Sauer, Artur Sauer, 30 Eichenhainallee, 506 Bensberg-Frankenforst. WTD 10/28/64.

394 Toys, Amusement, Sporting Goods

SOUTH WEST AFRICA—Toys, all types; requests replies from manufacturers only. M. Pupkewitz & Sons (Pty.) Ltd. (importing distributor), P.O. Box 140, Windhoek. WTD 3/2/64.

SWEDEN—Novelties in gymnastic equipment, sporting goods; especially new types of swimming belts and rings. Bico (wholesaler), Box 200, Almhult. WTD 10/21/64.

VENEZUELA—Model sets, toys, construction; requests replies in Spanish. Hobby Center, C.A. (importer, distributor), Calle Union, Edificio Don Laureano, Local 1, Sabana Grande, Caracas. WTD 10/19/64.

395 Pens, Pencils, Office, Artists' Material

SWEDEN—Pens and pencils, all kinds for office use; stencils, stamps and pads. Eric Rahmqvist AB (importer, wholesaler, sales agent), Hoganasvagen 2-4, Johanneshov. WTD 10/20/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Fancy jewelry articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

SOUTH WEST AFRICA—Fancyware, novelty gift items; requests replies from manufacturers only. M. Pupkewitz & Sons (Pty.) Ltd. (importing distributor), P.O. Box 140, Windhoek. WTD 3/2/64.

399 Manufacturing Industries

AUSTRALIA—Tobacco pipes, cigarette holders, other smokers' requisites. Direct purchase and agency. Leo Hemingway & Sons Pty. Ltd. (importer, wholesaler), 330 Sydney Rd., Brunswick, Victoria. WTD 10/16/64.

FRANCE—Scotch tape dispensers, golden metal or leather covered, for desks; to be sold as gift articles. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

Perfume atomizers. S.E.P.A.C.—Societe d'Exploitation des Procedes & Ateliers Claverie (manufacturer, importer, dealer), 45 Rue du Chemin Vert, Paris 11e. WTD 10/28/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad Woven Fabric Mills, Cotton

SOUTH AFRICA—Upholstery fabrics; all kinds; cotton fabrics. Stamford Agencies (Pty) Ltd. (sales agent), Suite 704-6, Union Centre, 31 Pritchard St., Johannesburg. WTD 11/4/64.

229 Textile Goods

SOUTH AFRICA—Synthetic fiber tops and noils, jute and cotton wastes, cotton staple. Comarket Agencies (Pty) Ltd. (sales agent), P.O. Box 424, Johannesburg. WTD 6/24/64.

239 Fabricated Textile Products

SOUTH AFRICA—Window curtains. Stamford Agencies (Pty) Ltd. (sales agent), Suite 704-6, Union Centre, 31 Pritchard St., Johannesburg. WTD 11/4/64.

242 Sawmills, Planing Mills

ITALY—Douglas fir and hemlock logs grown in the State of Oregon and/or Washington. Forestal Trading di F. Givone & C. (agent), 11 Via Volta, Torino. WTD 9/23/63.

251 Household Furniture

GERMANY—Modern style furniture of top quality. Hellmut Jagalla (sales agent), Im alten Dorfe 1, 2 Hamburg-Volksdorf. WTD 11/3/64.

252 Office Furniture

GERMANY—Modern style office furniture of top qaulity. Hellmut Jagalla (sales agent), Im alten Dorfe 1, 2 Hamburg-Volksdorf. WTD 11/3/64.

259 Furniture, Fixtures

GERMANY—Moveable marine furniture. Hellmut Jagalla (sales agent), Im alten Dorfe 1, 2 Hamburg-Volksdorf. WTD 11/3/64.

282 Synthetic Materials

ITALY—Acrylic, polyvinyl fibers; other synthetic fibers. Flavio Scanzio s.a.s. di C. Scanzio & C. (agent), Via Torino 51, Biella (Vercelli Province). WTD 10/29/64.

283 Drugs

VIET-NAM—Full line of pharmaceuticals. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

320 Stone, Clay, Glass Products

★★ CENTRAL AMERICA—Trade Mission

Window glass; crystal and glassware for household use. Empresas Asociadas, S. A., Aptdo. 2394, Managua, Nicaragua. WTD 8/20/64. TM 98.

326 Pottery

SOUTH AFRICA—Tableware, china and earthenware, decorated, for household purposes. Stamford Agencies (Pty) Ltd. (sales agent), Suite 704-6, Union Centre, 31 Pritchard St., Johannesburg. WTD 11/4/64.

331 Steel Mill Products

VIET-NAM—Full line of steel mill products including flat galvanized iron sheets, steel sheets, tinplate waste waste, misprint waste waste. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Soldering irons, pipe wrenches, pliers, nonsparking hand tools, heavy forged tools, linemen's tools, miners' tools, wrenches other than pipe wrenches; harness and saddlery hardware; luggage hardware; padlocks; earth augers; requests replies from manufacturers and/or exporters. R. S. Doody & Co. (Pty) Ltd. (agency), 315 Innes Chambers, Pritchard St., Johannesburg. WTD 10/30/64.

343 Heating Apparatus, Plumbing Fixtures

★★ CENTRAL AMERICA—Trade Mission

Plumbing fixtures, pipe fittings. Empresas Asociadas, S. A., Aptdo. 2394, Managua, Nicaragua. WTD 8/20/64. TM 99.

351 Engines, Turbines

ISRAEL—Diesel engines, various sizes, for fishing boats. Requests catalogs, price lists. Exclusive agency. Wajselfish & Redlus Exporters & Importers Ltd. (importer, agent), 18 Mikwe Israel St., P.O. Box 2868, Tel Aviv. WTD 11/5/64.

VIET-NAM—Full line of engines including industrial and marine diesel, automotive diesel, small gasoline types. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

353 Construction Machinery

ISRAEL—Construction cranes; road and earthmoving machinery, including bulldozers, top finishing equipment, complete plants for crushing stone into coarse and fine aggregate. Requests catalogs, price lists. Exclusive agency. Wajselfish & Redlus Exporters & Importers Ltd (importer, agent), 18 Mikwe Israel St., P.O. Box 2868, Tel Aviv. WTD 11/5/64.

354 Metalworking Machinery

SOUTH AFRICA—Tools, hand, power-activated. Stamford Agencies (Pty) Ltd. (sales agent), Suite 704-6, Union Centre, 31 Pritchard St., Johannesburg. WTD 11/4/64.

Home workshop drilling machines, grinding machines, lathes, sawing machines; requests replies from manufacturers and/or exporters. R. S. Doody & Co., (Pty) Ltd. (agency), 315 Innes Chambers, Pritchard St., Johannesburg. WTD 10/30/64.

VIET-NAM—Full line of machine tools including shaping machine, lathes, milling cutter machine, drilling machine, grinding machine, radial drills. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

355 Special Industry Machinery

SOUTH AFRICA—Sawmill and logging equipment. Crofts Engineering S. A. (Pty) Ltd. (importer, exporter, manufacturer), Private Bag 1030, Benoni, Transvaal. WTD 8/19/64.

356 General Industrial Machinery

VIET-NAM—Water pumps, water systems. Ball bearings, plummer blocks. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

358 Service Industry Machines

SOUTH AFRICA—Heat exchange equipment to be manufactured under license or handled through an agency. Thermal Engineering Co. (Pty) Ltd. (manufacturer, retailer), P.O. Box 3, Springfield, Johannesburg. WTD 9/9/64.

VIET-NAM—Industrial and home air conditioning equipment. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

361 Electric Transmission, Distribution Equipment

SOUTH AFRICA—Electronic testing, measuring and monitoring equipment. Racal S.M.D. Electronics (Pty) Ltd. (importer, manufacturer, sales agent), P.O. Box 1463, Pretoria. WTD 10/22/64.

366 Communication Equipment

SOUTH AFRICA—All types of communications equipment. Racal S.M.D. Electronics (Pty) Ltd. (importer, manufacturer, sales agent, commission agent), P.O. Box 1463, Pretoria. WTD 10/22/64.

369 Electrical Machinery, Equipment Supplies

VENEZUELA—Electromedical diagnostic and therapeutic apparatus, such as X-Ray equipment and X-Ray tubes, electrocardiographs, electrodiathermic apparatus, encephalographs. Local current 110 V., 50 and 60 cycles. Distribuidora Medica, C.A., Aptdo. 3982 (sales agent), Edificio Lander, Torre a Veroes, Caracas. WTD 9/15/64.

371 Motor Vehicles, Motor Vehicle Equipment

VIET-NAM—Full line of automotive spare parts for U.S. and foreign cars and trucks. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

381 Engineering, Laboratory Scientific, Research Instruments

VIET-NAM—Laboratory and hospital equipment, including glassware. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ISRAEL—Ph meters for continuous determination of acidity in fluid systems; engine exhaust analysis equipment; instruments for continuous analysis of sugar content in food and beverage processing; devices to detect and control humidity content in grain. Requests catalogs and price lists. Exclusive agency. International Process Controls Co. Ltd. (industrial engineer, manufacturer's representative), 46A Shalom Alechem St., Tel Aviv. WTD 5/5/64.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—Mechanical, paper, plastic and structural toys. Stamford Agencies (Pty) Ltd. (sales agent), Suite 704-6, Union Centre, 31 Pritchard St., Johannesburg. WTD 11/4/64.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat Products

IVORY COAST—Crocodile and alligator skins; hides and horns of sheep and cattle. S.C.I. (Societe Commerciale et Industrielle) "RIKA," B.P. 530, Abidjan. WTD 5/20/64.

203 Canning, Preserving Foods

IVORY COAST—Dried kola nuts; dried coconut. S.C.I. (Societe Commerciale et Industrielle) "RIKA," B.P. 530, Abidjan. WTD 5/20/64.

232 Men's Youths', Boys' Furnishings, Work Clothing

★★ Central America—Trade Mission

Sport shirts for men and children, other cotton and Dacron/cotton ready-to-wear. Rodolfo Jerez S., Industrias El Triunfo, Aptdo. 351, Managua, Nicaragua. WTD 8/17/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Moderately priced ready-made dresses for women. Rubenson & Co. AB, Box 4169, Stockholm 4. WTD 3/5/64.

242 Sawmills, Planing Mills

★★ Central America—Trade Mission

Mahogany and other tropical hardwoods as veneer logs, flitches, high grade boards. Maderas Preciosas de Honduras, S. de R. L., Aptdo. 765, Tegucigalpa, Honduras. WTD 9/10/64.

283 Drugs

ISRAEL—Poultry vaccines: Newcastle disease vaccine for pullets and chicks, fowl pox vaccine, packed in vials of 250 doses each, available for prompt shipment. Samples will be sent interested U.S. firms upon request. Israel Mastercraft, P.O. Box, 14158 Tel Aviv. WTD 6/26/63.

328 Cut Stone Products

VENEZUELA—Limestone building stone; limestone cut-stone products. Leon Vanososte, Aptdo. del Este 11509, Caracas. WTD 5/25/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

VENEZUELA—Gypsum ore. Leon Vanososte, Aptdo. del Este 11509, Caracas. WTD 5/25/64.

399 Manufacturing Industries

CHILE—Export, import, distributing firm interested in locating U.S. buyers of Chilean bees wax, dried mushrooms, quillay, red kidney beans, bottled wines. Compania Distribuidora Nacional—"CODINA", Casilla 1-V, Valparaiso. WTD 6/6/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—K. G. Bailey, General Manager, Mala Homes Pty. Ltd., 43 Pitt St., Sydney, interested in contacting manufacturers of **insulating siding** of various descriptions and materials with view to importing to Australia; requesting technical information concerning quantities of various grades and types of siding to determine which are best suited for Australia. Here for 10 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: To be arranged.

Mrs. L. Loewy, representing Snappy Panties Pty. Ltd., 802-804 Glenhuntly Rd., Caulfield, Victoria, interested in **baby and toddler wear (except knitwear);** discussing, purchasing and also licensing arrangements for manufacture in Australia. Dec. 1 via San Francisco to Jan. 6. c/o: St. Francis Hotel, Union Square, San Francisco; Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles; Affiliated Traders Ltd., 220 Fifth Ave., New York, N.Y. 10001. Itinerary: San Francisco (Dec. 1-4); Los Angeles (Dec. 4-11); New York (Dec. 19-Jan. 6).

ENGLAND—T. F. Bunzl, representing Electrautom, 27 West Heath Gardens, London, N.W.3., interested in U.S. agencies for **electronic components and equipment for aircraft and industry.** Here for three weeks. c/o American Express in all cities in itinerary. Itinerary: New York, Boston, Dayton, Chicago, St. Louis, Dallas, Los Angeles, Washington.

John McLaren, Director of Sales, B.S.P. Industries Ltd., Maxwell Rd., Elstree Way, Boreham Wood, Hertfordshire, interested in bringing to attention of U.S. industry the **engineering design** and detail **drafting service** which B.S.P. Industries Ltd. provides to U.S. Here for two weeks. c/o New Weston Hotel, Madison Ave. & 50th St., New York, N.Y. Itinerary: Cities in Pennsylvania, Ohio, Illinois, Wisconsin, Michigan.

GERMANY—Dr. Ing. Rudi Kratel, representing self, 33 Fritz-von-Graevenitz Strasse, 7016 Gerlingen-Stuttgart, engineering office for water treatment and air purifying equipment, interested in **visiting U.S. manufacturers of water treatment and air purifying equipment** in order to exchange experiences in these fields. Nov. 28 through Dec. 20 via New York. c/o Royco Instruments Inc., 141 Jefferson Drive, Menlo Park, Calif. Itinerary: New York; Washington; Richmond; Cincinnati; Menlo Park, Calif.

JAPAN—Wan-Yih Hwang, President, Sinsei Trading Co., Ltd., Tokyo, c/o Kaneko Bldg., No. 3, 3-Chome, Ginza Nishi, Chuo-ku, Tokyo, interested in importation of **fresh and dried**

fruits to Japan; provisions and **agricultural pesticides** to Taiwan. Here to Dec. 11. c/o Miss Emmi Sun, 3638 Chestnut St., Philadelphia. Itinerary: Salt Lake City (Nov. 20-23), Chicago (Nov. 24-25), Washington (Nov. 26), Philadelphia (Nov. 27-30; Dec. 10), New York (Dec. 1-9).

NEPAL—Kunj Behari Tibrewalla, representing Kunj Behari & Co., Putli Sadak, Kathmandu, announced in INTERNATIONAL COMMERCE, Oct. 12, 1964, p. 38, delayed arrival to present and extended visit to two weeks. Revised itinerary: Pittsburgh, New York, Cleveland.

Construction Projects

CANADA—(100 Can$ = US$92.50) Plans have been announced for construction of $250 million integrated **steel mill complex** with annual capacity of 1 million tons. The General Investment Corp. (GIC), a mixed government and private financial enterprise, will organize a new company which will build, own and operate the project. Capital of new company will come from sale of shares on open market, the Quebec Provincial Government and GIC, which will be the largest single shareholder. Site of mill, which will provide employment to 2,000 to 2,500 people, has not been determined, but possible locations are at Becancour, across the St. Lawrence River from Trois-Rivieres, or in the Sorel area. Construction is expected to take from three to four years.

GUATEMALA—The Refineria Petrolera de Guatemala-California, Inc. (GUATCAL), owned by Standard Oil of California & Shell, awarded a contract to the Lummus Co., a U.S. construction firm, for **expansion of** the Refinery's **feed rate capacity** to 12,000 barrels of crude oil daily, three times its present capacity. Expansion cost of the **GUATCAL refinery** is expected to be $3 million.

IRAQ—(1 dinar = US$2.80) The Government of Iraq has signed contracts with AEG of West Germany and Waagner-Biro of Austria for a fourth 40,000 Kw steam **turbine generating unit** for the Central Iraq Power Station at Daura. It is expected that selected firms will be invited to bid on supply and installation of fifth and sixth 75,000 to 100,000 Kw units for Daura in the first quarter of 1965.

All contracts in the existing plan for a power grid in the Central Section have been signed as follows: S.A.E. (Italian) for high power transmission; C.E.I.E.T. (Italian) for medium power transmission; A.C.E.C. (Belgian) for main and secondary sub-stations; Mitsui (Japanese) for auxiliary equipment.

Two contracts have been signed with Italian firms for projects for the Southern Grid. The Government of Iraq and S.A.E. signed a contract, reportedly for ID 3,277,623, for supply and construction of 685 kms. of **high power transmission lines.** An ID 2.4 million contract was signed with G.I.E. of Milan for supply and installation of nine **main sub-stations** and ten **secondary sub-stations.** Contracts had been signed previously with the French firm, S.P.I.E., for medium power transmission and the Japanese firm Mitsui for auxiliary equipment.

The Belgian firm TEKHNE was awarded a contract to design, prepare tender documents and supervise the construction of a 12 to 15-story Ministry of Oil Headquarters Building. An international tender for construction of this ID 1.5 million building is expected early in 1965.

JAMAICA—(1J£ = US$2.80) The Government of Jamaica has announced a **£1.5 million triple development project designed to provide Jamaica with a major food producing and processing operation.** Financing will be undertaken by Esso Standard Oil S.A., The Government of Jamaica and private local trading interests. A J£1-million **factory to manufacture and sell nitrogenous fertilizers** will be built by Esso. Annual capacity will be about 60,000 tons. Esso and a consortium of local food trading firms will build and operate a **food processing plant.** Independent farmers operating on about 800 acres of land in the Pedro Plains area will participate, with the Government providing a 1000 acre property for the project. All facilities such as **irrigation, electrical power, roads** and provision of technical instruction to farmers is to be supplied by the Government.

PAKISTAN—(100 rupees = US$21) In a feasibility report recently submitted to the Government of Pakistan, Frederic R. Harris, Inc., consulting engineers of New York, recommended setting up a permanent **port at Mangla** near the present Chalna Anchorage in East Pakistan. The Harris Company also prepared a master plan for the development of the area during the next 20 years.

The East Pakistan Industrial Development Corp. (EPIDC) signed an agreement with Pakistan Shell Oil Co. for the supply of Titas Gas to Dacca. The Titas Gas Transmission & Distribution Corp., a joint venture of EPIDC and Pakistan Shell Oil Co., will construct and operate a **50-mile pipeline** from the Titas Gas field to Dacca.

PANAMA—**A contract for construction of the last remaining section 18B of the Inter-American Highway in Panama** was executed by the Government of Panama with Morrison Knudsen International Co., Inc. Total cost of the project, which calls for construction of **28 miles of highway between Santiago and Guabala,** is estimated at $12 million. Work will begin as soon as rainy season ends.

SAUDI ARABIA—(100 riyals=US $20) A listing of winning contractors selected by the Tender Committee for recommendation to the Ministry of Communications to authorize construction of the first increment (819 km) of the 5000 km **major highway program** (INTERNATIONAL COMMERCE, Aug. 3, 1964, p. 35) has been released. One non-Arab firm is among those whose bid was selected.

It is not expected that invitations to tender on the entire remaining 4000+ km will be issued at one time. A second increment of roughly 1000 km, broken down into segments as was the first increment, is expected to be opened for bidders in the coming weeks, as the Ministry of Communications has received all the necessary engineering data and design work.

The firms selected to participate are SHAD Contracting Co., Muhammad Bin Ladin, General Enterprises Co., Fahd al-Tubayshi Co., and Calbaco (Italian).

SPAIN—(100 pesatas=US$1.66) The Directorate General of Ports & Maritime Signals, Ministry of Public Works in Madrid, is planning under its Port Plan various **improvements to the port of Barcelona. Write:** The Directorate General of Ports & Maritime Signals, Ministry of Public Works, Madrid.

SYRIA—(£S=US$.26) An agreement was signed between the Syrian Ministry of Communications and C.I.T.E. (French company) to prepare final plans for **improvements of the Damascus-Aleppo-Raqqah road.** Cost of the study was fixed at £S 3,200,000 and the time involved for completion of the project would be 4 years.

VENEZUELA—(100 bolivares = US$29.85) The Instituto Nacional de Obras Sanitarias has signed a contract for Bs 24.5 million with Siemens for supply and installation of **electrical and mechanical pumping equipment** for enlargement of Caracas water supply system (known as Tuy No. 2 system).

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Sept. unless marked otherwise.

Architects, Builders, Contractors, and Engineers—Haiti.
Automotive Vehicle and Equipment Importers and Dealers—Iran, Nov.
Business Firms—Luxembourg.
Feedstuff Importers, Dealers and Manufactures—The Netherlands, Aug.
Feedstuff Importers, Dealers and Manufactures—Trinidad and Tobago.
Household Appliance Importers and Dealers—Haiti, Nov.
Household Appliance Importers and Dealers—Rep. of South Africa, Aug.
Household Appliance Importers and Dealers—Spain, Aug.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Costa Rica.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Denmark, Nov.
Machinery and Equipment, Except Electrical Importers and Distributors—Italy.
Machinery and Equipment, Farm Importers, Dealers and Manufactures—Guatemala, Nov.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Australia, Aug.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Greece, July.
Plastic Material Importers, Dealers and Manufacturers—Turkey.
Provision Importers and Dealers—Chile.

New Books and Reports

***International Monetary Fund Fifteenth Annual Report On Exchange Restrictions, 1964.* International Monetary Fund, Washington, D.C. 528 pp. Free.**

Foreign exchange practices of the developed and developing countries discussed by trade and payments restrictions and discrimination, bilateral payments agreements, multiple currency practices, import surcharges and advance deposits, restrictions on capital, and regional arrangements. Individual surveys included for member countries (and two nonmember countries) covering exchange rate system, exchange control territory, prescription of currency, non-resident accounts, imports and import payments, payments for invisibles, exports and export proceeds, proceeds from invisibles, capital, table of exchange rates, and 1963 changes in restrictive system.

Write: International Monetary Fund, 19th & "H" Streets, NW, Washington, D.C.

***Waste Trade Directory—Of The World. 1964.* Waste Trade Directory, New York. 611 pp. $20.**

Lists alphabetically by State and city for U.S., and for Canadian Provinces, firms dealing in some aspect(s) of 25 types of waste materials, as a (1) Smelter and refiner; (2) Broker and dealer; (3) Importer or exporter; or (4) Grader, packer. Also indicates wholesale dealers. Classified listing by commodity of dealers, consumers, importers/exporters and suppliers of equipment and services to the industry. Lists world importers/exporters of scrap and waste materials by commodity and areas.

Write: Waste Trade Directory, 130 West 42nd St., New York, N.Y.

***Industrial Growth In Africa.* 1963. United Nations, New York. 100 pp. $1.50.**

Initial report by the Economic Commission for Africa covering Africa's economy, recent developments and prospects for expansion in selected major industries—iron and steel, nonferrous metals, engineering, chemicals and fertilizers, and textiles. Treats briefly some national and regional policies and problems. Text supported by tabulated statistics.

Write: United Nations Sales Section, New York, N.Y. 10017.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Cash Box Annual World Wide Directory 1964-65.* (22d Ed.) Cash Box, New York. Aug. 15, 1964. 448 pp. $5 plus postage.**

Register of the music records industry divided into three major parts: Domestic, international, and coin machines and vending. Sections giving names and addresses for record manufacturers, record distributors, record promotion and publicity offices, rack jobbers, recording studios, and membership of publishing associations. Data on recording artists, top record albums, best sellers in this country and abroad.

Write: Cash Box, 1780 Broadway, New York, N.Y. 10019.

***Economic Policies and Practices: Subsidies to Shipping by Eleven Countries.* (Part No. 6.) 1964. Materials prepared by the Maritime Adm., U.S. Dept. of Commerce, for Joint Economic Committee, U.S .Congress. GPO. 27 pp. 15¢.**

Detailed information on principal direct and indirect aids granted by 11 major maritime nations to their shipping and shipbuilding industries, selected on the basis of gross tonnage, and excluding Panama, Liberia, and the U.S.S.R. Individual country summaries review salient points in each nation's background and describe principal types of stimulus to the shipping industry. Designed as an aid to increased understanding of the international implications of the subsidy policies in the U.S. as compared with similar policies in other developed nations of the world.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Trade Negotiations For A Better Free World Economy.* 1964. Committee for Economic Development, New York. 118 pp. $1.50.**

Recommendations of CED's Research and Policy Committee on suggested policies for the U.S. and other free world countries to follow in negotiations for trade liberalization now in progress. Contends that present volumes of $20 billion in exports and $16 billion in imports could be further expanded by reduction in trade barriers, thus increasing employment and incomes in the U.S. Memoranda of comment, reservation of dissent. Appendixes give selected detail on tariff rates between U.S. and European Economic Community.

Write: The Committee for Economic Development, Distribution Division, 711 Fifth Ave., New York, N.Y. 10022.

***Focus On Canada.* (Article.) Intercom, Foreign Policy Assn., New York. July-August 1964, pp. 14-80. $1 per issue.**

Selected information about the public and private groups concerned with economic and political relations between the United States and Canada; the Pacific Northwest groups on trade, travel, power, and law; and university programs in both the U.S. and Canada for study and research, seminars, conferences, courses, and library collections. Contains annotated bibliography on Canada, including the Canadian economy and Canadian-American economic relations. Comparison of U.S. and Canada by area, population, gross national product, and trade. Map of Canada.

Write: Foreign Policy Assn., 345 East 46th St., New York, N.Y. 10017.

***Guatemala: A Panorama of Potentials.* Ronald K. Hill, et al. (Article.) Industrial Development, April, 1964. 30 pp. Reprint, free.**

Report describes progressive economy, favorable Government attitude, low cost labor, abundance of natural resources, variety of topography and ease of transportation, and other features conducive to investment. Comparison of principal economic factors with the five other Central American countries; tabulation of important imports. Listing of U.S. firms, subsidiaries, and affiliates with financial interests in Guatemala.

Write: Industrial Development, 2600 Apple Valley Road, Atlanta, Ga. 30319.

***Glossary Of International Economic Organizations & Terms.* 1964. United States Council of the International Chamber of Commerce, Inc., New York, 48 pp. 75¢.**

First issued in 1960, this revision updates terminology of foreign trade and economics, such as escape-clause, American selling price, P.L. 480, peril point, Trade Expansion Act of 1962, and similar terms. Provides capsule background information on intergovernmental bodies and major international associations, and includes country membership of 39 broad international organizational groups.

Write: U.S. Council of the International Chamber of Commerce, 103 Park Avenue, New York, N.Y. 10017.

***Accounting Practices In West Germany.* Gerhard G. Mueller. 1964. (International Business Series No. 4.) U. of Washington, Seattle. 50 pp. $2.50.**

One of a series of studies of accounting concepts, regulations and practices in other countries, this analysis for West Germany explains the factors underlying current practices including the "hidden reserve" philosophy; accounting for specific items; the annual report and financial statement; audits; and, the proposed changes of the corporation law. Includes as exhibits models of German financial statements.

Write: Faculty Research and Publications, College of Business Administration, U. of Washington, Seattle, Wash.

***Economic Policies and Practices: Private Trade Barriers and The Atlantic Community.* (Paper No. 4.) 1964. Joint Economic Committee of the U.S. Congress. GPO. 42 pp. 20¢.**

Describes and analyzes cartel laws recently enacted in the European Economic Committee, and highlights the differences between U.S. and European laws regulating restrictive business practices.

Write: Superintendent of Documents, U.S. Gov't. Printing Office, Washington, D.C. 20402.

***Buyers' Guide, 1964-65.* (Annual Directory.) Canadian Packaging, Maclean-Hunter Publishing Co., Ltd., Toronto. July 1, 1964, pp. 37-215. Directory issue $2 in Canada; $3 in U.S. and U.K.; $4 other countries.**

Classified directories of Canadian suppliers of packaging materials, containers, machinery and equipment. Alphabetical listing of manufacturers and manufacturers' agents, showing name of firm, headquarters address, and branch offices in Canada and in other countries. Brand names section identifies product and company. Section on sources of contract packaging services and point of purchase materials.

Write: Maclean-Hunter Publishing Co., 481 University Ave., Toronto 2, Ontario, Canada.

***How to Create a Favorable Climate for Selling U.S. Products Overseas.* Dr. Bernard Murphy. New York. 6 pp., mimeo. Free.**

The Vice President for International Operations of a medium-sized electronics firm manufacturing analog computers, data-processing systems, and other instruments describes their export program which began in 1958, and five years later had developed overseas sales of $5 million. Summarizes the firm's experiences and lists its recommendations for other U.S. companies contemplating overseas marketing.

Write: Gaynor & Ducas, Inc, Attn: Mr. E. Coster, 850 Third Avenue, New York, N.Y. 10022.

***Procedures for Industrial Licensing.* Prepared by the Federation of Indian Chambers of Commerce and Industry. Published by The Caxton Press Private Limited. New Delhi, July 1964. 56pp. 21 cents.**

The publication describes in detail procedures for industrial licenses in India. Contains sample application forms. Useful for firms interested in manufacturing in India.

Write: Office of the Federation of Indian Chambers of Commerce and Industry, Federation House, New Delhi 1, India.

***U.S. Exports of Major Household Appliances.* (Article) Home Appliance Builder, Washington, D.C. July 1964, p. 16. $1 per single issue.**

Product tabulation by the Institute of Appliance Manufacturers showing major household appliance exports in units and dollars for calendar years 1963 and 1962, with percentage change in dollar value 1963-62.

Write: Home Appliance Builder, 2000 "K" St., NW., Washington, D.C. 20006.

***United States Trade With Japan: 1959-63.* Published by the U.S.-Japan Trade Council. Washington, 1964. 27pp. Free.**

A five-year commodity survey, listing the values of specific commodities traded between the U.S. and Japan during this period.

Write: The United States-Japan Trade Council, 1000 Connecticut Ave., N.W., Washington, D.C. 10036.

***Economic Surveys by the OECD.* OECD Unit, McGraw-Hill Book Co., New York. 80¢ each or $10 subscription for the entire series.**

A series of economic studies for member countries published annually by the Organization for Economic Cooperation and Development, discussing economic developments and policies, business trends and outlook, and placing emphasis for each country on its most important current problems. Statistical annex included for each showing traditional business indicators and population. Issued during the past six months are the following:

Austria	May	1964.	35 pp.
Ireland	Mar.	1964.	27 pp.
Italy	June	1964.	43 pp.
Netherlands	Apr.	1964.	33 pp.
Norway	June	1964.	34 pp.
Sweden	Mar.	1964.	36 pp.
United Kingdom	June	1964.	35 pp.
Yugoslavia, Socialist Federal Republic of,	June	1964.	42 pp.

Write: McGraw-Hill Book Co., 351 West 41st St., New York, N.Y. 10036.

***European Problems In General Management.* Edmund P. Learned, et al. 1963. Richard D. Irwin, Inc., Homewood, Ill. 810 pp. $16.**

Case histories, based on personal interviews conducted by the authors in Europe and the UK, reflecting the experiences among industrialists there in dealing with such management problems as business objectives, strategy, and policy; forward planning; building an organization; mergers and joint ventures; executive control and leadership; and the total management process. Machine tools, chemicals, airlines, rubber, electronics, cement, are among industries surveyed.

Write: Richard D. Irwin, Inc., Homewood, Ill.

***Strategy For Mobility.* Wilfred Owen. The Brookings Institution, Washington. 1964. 249 pp. $5.**

Broad concept of transportation in the economic development of nations, especially low-income countries. Points to need for aid on transportation in developing countries from those countries that now participate in assistance programs. One of several tables estimates proposed or planned transport investment programs for Chile, Colombia, Iran, East Pakistan, West Pakistan, Philippines, and Senegal. Contains bibliography, index, and maps of the world.

Write: The Brookings Institution, 1775 Massachusetts Ave., NW., Washington 6, D.C.

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Calendar *for international traders*

November

23—Michiana World Trade Club, Tyler Refrigerator International, **Niles, Mich.**

24—American Marketing Association International Marketing Conference, Penn Sheraton Hotel, **Pittsburgh.** Sponsors: AMA Western Pennsylvania Chapter, Pittsburgh Chamber of Commerce, Field Office, Department of Commerce. Speaker: Thomas G. Wyman, Asst. Secretary for Domestic and International Business.

24—Aero Club of Washington luncheon, Washington Hotel, **Washington.** Speaker: Peter T. Jones, Deputy to the Secretary of Commerce.

24—American-Arab Assn. luncheon, Hotel Pierre, **New York.**

24—In-office conference for 6-8 firms, Federal Bldg., **Detroit.**

24—In-office workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

24—"Show You" In-office workshop on export expansion, Field Office, **St. Louis.** Sponsors: REEC; Sales and Marketing Executives, International; World Trade Club.

24—In-office meeting, Field Office, **Miami.**

24—In-Office "Profits in Exports" meeting, Infants' and Children's Wear Manufacturers, Field Office, **New York.** Sponsor: Field Office, Department of Commerce.

25—In-office export conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

30—Workshop on "The International Market—Keys to Profits for Small Business," Fairmont Hotel, **San Francisco.** Sponsor: Electronic Industries Assn.

30—In-Office "Profits in Exports" Conference, Empire State Bldg. tenants, Field Office, **New York.** Sponsor: Field Office, Department of Commerce.

December

1—FCIB Round Table Conference, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

1—"Profits in Exports" Conference, 11 a.m., Alexander Hamilton Hotel, **Paterson, N.J.** Sponsors: Greater Paterson Chamber of Commerce; Field Office, Department of Commerce; REEC.

1—Export Trade Workshop, Federal Bldg., **Minneapolis.** Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

2—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

3—"First Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: Field Office, Department of Commerce; REEC.

3-5—North Carolina World Trade Conference, **Chapel Hill, N.C.** Sponsors: State Development Department, REEC, Field Office, Department of Commerce. Speaker: (Dec. 3) Daniel L. Goldy, National Export Expansion Coordinator.

4—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

7—Alabama REEC annual meeting, Grand Hotel, **Point Clear, Ala.** Speaker: Dr. Carlos J. Lastra, Secretary of Commerce, Commonwealth of Puerto Rico. Sponsors: World Trade Committees, Mobile, Birmingham Area Chambers of Commerce.

8—Automotive Exporters' Club of Chicago, Builders Building, **Chicago.**

8—In-office workshop on export expansion, Field Office, **Jacksonville, Fla.**

8—Export Expansion Conference, St. Clair Inn, **St. Clair, Mich.** Sponsors: Greater Port Huron-Marysville Chamber of Commerce; St. Clair River District Transportation Club; Field Office, Department of Commerce; REEC.

8—Export Trade Workshop, Federal Bldg., **Minneapolis.** Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

9—In-Office Workshop, Field Office, **Chicago.**

10—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

10—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Underwear Institute; Field Office, Department of Commerce.

10-11—Conferences with businessmen from Pa., N.J., and Del. by appointment only with Carney G. Laslie, Jr., Counselor for Commercial Affairs, American Embassy, Tokyo. Field Office, **Philadelphia.**

11—Conference for Corporation Executives on "Japan Today," School of Advanced International Studies, **Washington.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

15—Monthly luncheon meeting, International Executives Association, in cooperation with the International Advertising Assn. Hotel Statler Hilton, **New York.** Speaker—Stanley J. Randall, Minister of Economics and Development for the Province of Ontario, Canada.

16—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

18—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

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